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Editorial AS WE SEE IT

The annual Thanksgiving season has passed into history. There have been, as usual, many enumerations of the blessings for which we as a people should be grateful. As individuals, we are still free, at least as compared with many peoples throughout the world who have become victims of the newer type of socialistic imperialism. Our natural resources are still relatively abundant, and we are still succeeding in drawing therefrom many of the good things of life and in a measure far more than most other lands can boast of. We are still making real progress in unravelling the laws of nature and applying them to the benefit of ourselves and the rest of mankind. Our store of wealth is still enormous, in point of fact the envy of the remainder of the world.

We are at peace, an uneasy sort of peace it is true, but nowhere in the world is any really large scale warfare in progress to threaten us or our interests. We are still obliged to devote a disproportionate part of our energies to preparations to defend ourselves and ours from aggressive forces loose in the world, but so marvellously productive is our industry that we still have much more left for ordinary purposes of life than we ever have had before. For all these blessings, and many more that might be listed and have been listed at this season, we may well congratulate ourselves.

There's Still Time . . .

But somehow it seems to us that we generally have failed to enumerate—or possibly quite appreciate—the greatest reason of all for rejoicing at this time. That cause for thanksgiving is simply this: There is yet time to change our course, mend our ways, and set forth upon the true road to future wealth and welfare before the inevitable consequences of many of our mistaken public policies of the past quarter of a century become so great as to be all but eradicable. Tending to obscure this good fortune and in some degree to subtract from it is the fact that so few among the influential in the nation appear to have any vivid apprecia- (Continued on page 23)

A Tax System That Constantly And Truly Works for the Nation

By Stanley S. Surrey,* Assistant Secretary of the Treasury,
Treasury Department, Washington, D. C.

The Administration's philosophy and objectives in pressing for tax reform are reviewed by Mr. Surrey. Marked for change are such substantive inequities said to exist as "expense account living," stock options, generous pensions, other fringe benefits, foreign tax havens, and taxation of mutual organizations, and unfairness said to result from non-compliance on such matters as taxation of dividends and interest. The tax expert, also, stresses the Administration's desire to stimulate capital formation in order to advance our economic growth rate. Outlined are the proposed depreciation and investment credit plans, and the current view on de-emphasizing salvage values.

Many regard us Americans as compulsive reformers. Be that as it may, this interest in tax reform in the United States compels attention. At the very least, it invites the inquiry: What is desired in the way of tax reform? In our search for the answer to this question, a few statistics about the United States may be helpful: Under our system, 80% of our Federal tax dollars are raised by income tax. If we examine current Federal receipts (fiscal year 1962), we find that \$45 billion is obtained from individuals and \$22 billion from corporations—a total of \$67 billion from the income tax. The Federal Government has no property tax and its excise taxes are limited—alcohol, tobacco, and gasoline account for about 60% of the excise taxes. The property tax and excise taxes are the principal source of State and local revenue; it is the income tax which is the mainstay of the Federal Government. Further, it is the income tax

which directly affects so many of our people. We receive 60 million individual income tax returns covering about 100 million adults, out of an adult population of 108 million.

Equity Objective

Under these circumstances, a first goal of United States tax policy must be that of maintaining the income tax in good working condition. But here many feel that there are signs of strains and weakness in the tax. One significant aspect relates to the equity of the tax under its present operation. Most individuals, I believe feel instinctively that if two persons have the same income they should pay the same tax. If one pays less, then isn't the tax unfair and lacking in equity—lacking in horizontal equity since we are talking of individuals at the same income level? The sophisticated may quickly point out that this simple and plausible standard of fairness masks many points of ambiguity and, hence, difficulties of application. For example: Are the incomes the same if the sources are different, and one individual has income from capital, including capital gains, another from employment, or natural resources, or a risky business? Are the incomes the same if one individual has expenses, such as medical bills, or a casualty loss, or charitable contributions that are not borne by another? Are the incomes to be taxed the same if one is married and the other single—if one is elderly and the other young—if one has more children—if one is living abroad and the other is not? The cynical may conclude that there is no sameness, but only infinite variation—hence, the test of equity is meaningless. But I submit that such a view would commit us to income tax anarchy. The standard of equity or fairness must, of course, be applied in the light of infinite variations. But the standard of fairness is real and compelling. It must be continuously borne in mind as a standard against which a tax policymaker, legislative or executive, must judge the validity of a claim for a structural change involving the differential (Continued on page 22)



Stanley S. Surrey

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W. GRAEME BRETALL
Manager, Research Dept., Pacific Northwest Co., Seattle, Wash.

George J. Meyer Mfg. Co.

In today's market where attractive investment values are short in supply and long on demand, it becomes increasingly difficult to find situations which are suitable for institutional and individual investors alike. Selling at 16½ times last year's earnings and yielding 3%, I believe the common stock of George J. Meyer Manufacturing Company possesses the necessary characteristics to meet this need.



W. Graeme Bretall

George J. Meyer Manufacturing Company, founded in 1904, is the leading manufacturer of high speed automated packaging equipment for the beverage and brewing industries. The company is the only domestic manufacturer equipped to supply a fully integrated line of quality machinery for the larger bottling and canning complexes in these industries. An integrated line of Meyer equipment can deliver finished products at rates from less than 100 to over 1,000 units per minute, depending on requirements. In addition, the company also supplies packaging equipment to the food, chemical, drug, cosmetic, household products and distilling industries. A measure of product acceptance is the company's list of customers which includes Pepsi Cola, Coca Cola, Canada Dry, Schlitz, Pabst, Heinz Foods, and Campbell's.

As well as being the leading U. S. maker of beverage and brewing packaging equipment, George Meyer is also a major supplier of this machinery in foreign markets. Approximately 30% of total sales are generated from foreign operations with customers located in some 80 countries. Meyer Liquid Ltd. of London, 71.4% owned, is the company's English manufacturing and sales subsidiary. While no dividends have been received from this operation as yet, unaudited earnings this year increased substantially over last year. Mitsubishi Heavy-Industries, Reorganized, Ltd., is licensed to manufacture and sell Meyer products in Japan and to sell them in 13 Far Eastern countries. Mitsubishi has reported substantial increases in sales and is booked well into 1962. Royalty payments, which totaled \$127,000 last year from Mitsubishi and other licensees, are expected to increase in the future.

Company operations have been expanded internally, with the development of new products, and through acquisitions. During fiscal 1961, the Machinery Service Company of Louisville, Ky., was purchased for cash. This new subsidiary manufactures a line of glassware cleaning and filling equipment for the food and beverage industry. To keep ahead of the rapidly changing packaging technologies, George Meyer places heavy emphasis on the research and development of new products. At the present time, the company is introducing two new pieces of equipment—a highly refined filler

and a new bottle cleaner. Both products will substantially increase capacity and preliminary demand indicates excellent reception.

Unlike most manufacturers of heavy equipment, George Meyer has had a good record of growth. This stability is a reflection of the growth of the industries they serve and management's ability to capitalize on this expansion. Since 1955 sales have nearly doubled from \$14.8 million to \$26.9 million for the fiscal year ending June 30, 1961. Earnings per share for the same period have more than doubled from \$1.59 to \$3.33. Backlog of orders is currently running about 40% ahead of last year, which is a record high. While first half results ending Dec. 31, 1961, may be somewhat lower than last year due to the seasonal nature of customer's business, earnings for the full year ending June 30, 1962 are estimated in the neighborhood of \$3.60 a share.

In addition to increasing earnings, George Meyer is in strong financial condition with no long-term debt or preferred stock outstanding. As of June 30, 1961, total current assets were \$19,761,316 compared to current liabilities of \$5,594,445 for a current ratio of 3.5 to 1. There are 710,000 shares of common stock outstanding of the 1,250,000 authorized. The relatively large amount of unissued stock places the company in an excellent position to achieve further growth through acquisitions, although all previous transactions have been for cash. Cash dividends for the last 12 months totaled \$1.65 a share, including a \$0.35 extra. It is management's intention to pay out approximately 50% of earnings which would indicate the possibility of a further increase over last year's rate.

Trading in the Over-the-Counter Market, the common stock of George Meyer Manufacturing is selling at a modest 15 times estimated fiscal 1962 earnings and yields 3.0%. I believe the shares on this basis are attractive for individuals, as well as institutions, seeking capital appreciation and income.

STEPHEN G. DUNCAN
Vice-President, Janney, Battles & E. W. Clark, Inc., Philadelphia, Pa.

Sears, Roebuck and Co.

Sears, Roebuck and Co. is celebrating the 75th Anniversary of its birth during the present year. The company has received the



Stephen G. Duncan

congratulations of the financial community and the acceptance of its stock as an investment is evidenced by an advance in market price to a high of 94¼ and a price of 85 as of Nov. 29, 1961 which latter price represents an enhancement of 50% since Dec. 30, 1960. The Dow-Jones Industrial Average advanced 18% during the same period.

The business was started 75 years ago by Richard W. Sears who was shortly thereafter joined by Alvah C. Roebuck. The origi-

This Week's Forum Participants and Their Selections

George J. Meyer Mfg. Co.—W. Graeme Bretall, Manager, Research Dept., Pacific Northwest Co., Seattle, Wash. (Page 2)

Sears, Roebuck & Co.—Stephen G. Duncan, Vice-President, Janney, Battles & E. W. Clark, Inc., Philadelphia, Pa. (Page 2)

nal venture was the sale of watches by mail. From this small beginning has grown a corporation with assets of approximately \$2,225,000,000 and gross sales of more than \$4,000,000,000 (1960) annually as against \$2,108,000,000 in 1950. The public has wholeheartedly accepted the company's policy of offering tested merchandise at reasonable prices—prices which often are substantially lower than those of competitive items. Among American industrial and merchandising organizations, Sears ranks 12th in value of assets, 6th in value of gross sales and 9th in net profits.

It has been calculated that of \$100 Americans spend for general merchandise, Sears obtains \$5.77% of its sales are now made in Sears stores as against 23% sold by mail or otherwise. As of December 31, 1960, it had 135 complete department stores, 304 medium-size department stores and 301 smaller stores, a total of 740. Some regard its organization of Allstate Motor Club as the initial entry into the business service field—a rapidly developing area. Sears sells relatively few items widely advertised by their makers—aside from specialties such as cosmetics. Its aim is to manufacture or have made for it competitive articles such as refrigerators, radios, lawn mowers and clothing, quality equal to advertised goods, selling them at lower prices. It employs 208,000 and its operations cover the U. S. with substantial representation in Mexico and South America. An affiliate operates in Canada.

One of the most outstanding features of the Sears operation is the fact that 35% of the Common Stock is owned by the executives and employees of the Company. Stock is acquired in the open market and sold to employees.

The Sears merchandising business continues steadily upward. During the past ten years, minor business recessions have temporarily had some small adverse effect upon the up-trend of earnings but this has soon been overcome. Net per share for 1960 was \$2.99 as against \$1.66 per share for 1951. Based on results for the first nine months of the year an increase in net for 1961 is expected.

The Sears merchandising business is expected to grow at a good average annual rate. However, there is an outstanding feature that should receive the attention of all prospective purchasers of the stock. Sears owns all of the capital stock of Allstate Insurance Co. carried on the Sears books at a cost of approximately \$55,000,000 but having a present value of approximately \$225,000,000. This Company, which solicits business in Sears stores, and also through interview, originally wrote only automobile liability insurance but now writes, in addition, fire, homeowners, theft, liability, accident and sickness policies. The Company reported earned net premiums of \$502,000,000 in 1960. From the standpoint of relative rank, Allstate was 24th in volume of premiums among American fire and casualty insurance companies in 1940 and fifth in 1960 (one mutual group also slightly exceeds Sears). It is likely that it will still further improve its position

Continued on page 5

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Long-Term Interest Rate And Sales Finance Firms

By Walter G. Gadiant,* Vice-President, Robert Fulton Maine Co.,
Chicago, Ill.

Chicago finance expert predicts relatively high interest rates in the long run with divergence from this trend from time to time. Among the supporting reasons for the high interest rate conclusion are: our proneness toward imbalanced budgets and price inflation; the growing realization that debt obligations are the worst inflation hedges; and shortage of capital in the years ahead. Addressing himself particularly to sales finance companies, Mr. Gadiant advises them to learn to live with higher interest rates. He summarizes briefly several suggested pointers regarding future financing plans.

In recent years the interest rate topic has been one of the most over-publicized and over-theorized in the entire business field.

My Hoosier instincts lead me to suspect the over-specialized expert. I question that techniques can replace judgment, or that a mastery of polysyllabic terms can substitute for common sense.

I agree with Sir Henri Deterding, who built the Royal Dutch Petroleum Company, who said:

"I have learned the fundamental truth that anything which is complicated is wrong. Simplicity is the hallmark of a most every man who achieves; only a small man has time to be complex."

It seems to me there are four fundamental factors that will determine the future level of interest rates. If we can appraise these correctly, we will have a rather clear insight as to the outlook for interest rates for the long pull.

Factors to Consider

(1) The first and most important influence is the inflationary aspect of the U. S. economy. We live in a disorderly world, and, I am convinced, an inflationary one. We have not solved the problem of inflation; we have only temporarily hidden it in a back room closet.

The root causes of inflation can be argued for hours. Certainly a major cause is the inability of the Federal Government to control its finances. The Federal Government habitually has incurred substantial deficits. It is scarcely able to balance its expenditures with revenues during boom years. The so-called conservative party during its eight years of administration that ended in 1960 achieved only little more success than its predecessor in budgetary controls.

Currently, Federal expenditures are in a strongly rising trend. I think the administration is unlikely (perhaps it is even a physical impossibility) to reverse this trend soon.

The Federal deficit was \$3.9 billion in fiscal 1961, a recessionary year; it promises to reach some \$7 billion in fiscal 1962, a year of returning prosperity. There is evidence even now that in fiscal 1963, which could be a boom year, revenues will fall short of expenditures.

I see little likelihood that Federal finances will be brought into balance. On the domestic front we simply lack the Victorian dis-

ciplines necessary to accept what may be socially cruel and hard alternatives.

On the international scene we face an ever-hotter cold war. As Kipling wrote, we have made no truce with Adamzad, the Bear that walks like a Man. Conceding the existence of all too apparent trouble spots—Berlin, Cuba, Laos, South Vietnam—fiscal economy is obviously not the answer.

In the private sector of our economy, we live in an age of giants. We have big business, big unions; we are even tending to big schools, big churches, big social projects. Caught in the mesh of these power blocks, the struggle with cost control is clearly not won.

The recently concluded wage negotiations with the automobile companies will increase their total compensation costs approximately 4% annually; about double the long-term annual productivity increases in the country. Can Mr. McDonald's steel workers afford to settle for less next spring? And so the higher costs will filter through, throughout the economy.

Investors are learning, slowly and painfully, that debt obligations are one of the worst inflation hedges. There is evidence now that demand for securities of this type has declined and may well shrink more in the future.

(2) The next factor is the size and the maturity schedule of the U. S. Government debt. The problem of managing this debt burden is monumental for the most capable and farsighted fiscal authorities. Some \$80 billion of this debt matures annually; roundly, \$250 billion is payable in five years or less.

In order to refund this maturing debt and to stretch out maturities, the Treasury must subject money markets to additional pressures for a long period ahead. In short, when bond markets strengthen, a conscientious Secretary of the Treasury should offer long-term refunding bond issues which will act as a bond market depressant.

(3) Third, I am convinced that this country's economy will be capital short in the years ahead. I believe in what some have termed the theory of acceleration. The life cycles of companies, even entire industries, have speeded up. Constantly increasing and better quality research, both public and private, plays a large part in this phenomenon. Witness the pace at which some parts of the

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OBSERVATIONS...

BY A. WILFRED MAY

The Treasury
And
Other Collectors

The incidence of taxation on art-collecting is most timely right now—in the light of both this month's record-breaking \$4¼ million "Rembrandt auction" of the Erickson pictures at the Parke-Bernet galleries; and the season's traditional tax maneuverings by the "investment" community.

Particularly constructive in this context, in citing specific impacts of the statute and Treasury regulations, and in providing a springboard for further clarification and exploration, is a new opus, "Taxes and Art," published by French and Company, internationally known art and antique dealers of New York's Madison Avenue.

This beautiful 20-page booklet contains gorgeous full color plates accompanying a detailed analysis covering "the low cost of giving, giving on the installment plan, and giving your art object and still keeping it."

The authors are on sound ground with their overall conclusion that the tax picture insures a steady increase in the flow of pictures to museums and other publicly owned institutions. As was maintained in our last week's "Observations," ("Rembrandt Gains-Tax"), this will cause the eleven Erickson pictures which were bought at the auction by private non-institutional buyers eventually to go into museums. We would cite in further substantiation the increasing tendency of the Revenue Department to in-

volve non-donating estates in nasty valuation hassles.

Uncle Sam as Patron of the Arts

The authors offer a wealth of constructive information, beginning with a reminder of the relatively low net-after-tax cost of charitable gifts (ranging down to nine cents on the dollar).

But they also join in the growing tendency to imply that the cited tax savings regulations specifically favor art owners ("American tax legislation grants substantial tax reductions to donors of such objects [works of art]"); which blanket inference is quite misleading.

The attribution of special tax privileges to art is also erroneously made in the widely recommended technique: "Give your art object and still keep it"; that is, when buying the object, give it to a museum, getting an income tax deduction, but keeping it in your possession for enjoyment the rest of your life. This precisely can be, and is done, with any other asset, as via a living trust—which latter medium, customarily, yields current income in cash instead of aesthetic enjoyment.

Over-Valuation a Doubtful Tool

The claim, shared by the instant authors, of special monetary benefit from donating a painting possessing accrued appreciation, completely overlooks the fact that neither an art object nor an investment security affords give-away benefit taxwise unless the giver would have liquidated his capital appreciation anyway. Those contending that the accrual

of capital appreciation on any gift inflates the tax-saving benefit to the donor are really assuming that the current value is to be overstated by a phony appraisal. To the contrary, the Treasury has been getting constantly more vigilant and strict in this area.

Highly significant is the Treasury's original estate-tax valuation asset on "the \$2.3 million Rembrandt" just auctioned. Bought in 1936 by Mr. Erickson for \$590,000, we have learned that as of his death later the very same year, the government valued it at only \$250,000.

The Treasury is considering a clamp-down on the taxpayer's "Part Sale—Part Gift" maneuver; that is, selling the painting to the museum at one's actual cost; and donating the capital appreciation, which gives him a current income tax saving. The government is considering the requirement to pick up the current proportionate amount of the profit to be taxed.

(A better strategy would be to use debt. Instead of selling the object at cost, first borrow the amount required for the cost; then contribute the painting to the museum subject to the debt—with the museum paying the debt.)

Heavy Rental Charge

In the purchase of paintings, either via the above-cited give-and-keep, or keep-and-donate-it-at-death method, the incidence of the cost by way of "rental" must be realized—proportioned to the buyer's age. In the case of a \$100,000 picture, on which the tax saving is \$60,000, the actual net cost is \$40,000 to be allocated over his life expectancy. Thus, if you have 10 years to live, the annual "rental charge" is \$4,000.

With art, just as with securities, maintain realism in allocating importance to the tax incidence. Don't imagine that you can get rich by tax maneuvering.

COLD WAR PUZZLE

Unexplainable, at least to this writer, has been Premier Khrushchev's motivation in recurrently deflating Berlin crises by withdrawals of East Germany peace treaty ultimata long before their deadline dates. Continuing the practice from 1958 and 1959, Mr. K. sensationally gratuitously threw away this political bomb in May, 1960, when he had us on the diplomatic run (unjustly) following the U-2 incident and his exhortations at the Summit breakup. Again last month he gratuitously took us and our divided allies off-the-hook.

We now have a truth-ringing explanation from international economist Hans Heinemann, just returned from a nine-week survey trip through Europe. "An East German treaty appears more useful to Khrushchev as a threat than as a reality," he reports. "The Russians, ideology aside, have never trusted either East or West Germans . . . Europeans' prevailing feeling is that West Berlin will slowly die on the vine; and because the United States is so completely committed to its survival this will develop into a blow to the United States as the leader of the western Alliance."

Neither zig-zagging policy nor Khrushchev's inner admiration and trust of Mr. Eisenhower, as privately disclosed to a prominent American conferee, serve to explain the diplomatic strategy in simply throwing away the East German trump card. And during the crises before 1961 there was no offsetting Wall.

Realty Shares for High
Tax-Sheltered Income

By Dr. Ira U. Cobleigh, Enterprise Economist

Summarizing the development and popularity of real estate corporation securities and outlining three representative high-income equities.

While real estate has ever been man's most prized material possession, relatively few individuals have been property owners. Until quite recently, the only realty the average American owned was his own home. Purchase of tracts, or income-producing property for most individuals either required too much money, too specialized knowledge, great attention to dozens of details—deeds, mortgages, titles, insurance, closings—or involved problems of management and maintenance.

Syndication

During the early 1950s, however, real estate syndication caught on in a big way, and thousands of new investors, through syndicates, entered the realty market for the first time. Syndicates are pools of capital, assembled under a partnership agreement (which eliminate corporate taxes). The funds acquired are usually used to purchase an office building, an apartment house or a motel; and the syndicate manager operates the property. By prudent purchase and securing a 60% to 70% mortgage on the property, the equity is highly leveraged and produces, in many cases, net returns of 10% to 18% on invested capital. This return, inasmuch as it represents, to a great extent, a payout of depreciation charges, is substantially or entirely tax exempt. Investors eagerly sought these syndicate participations because of their high returns, tax exemption, and freedom from management details. Syndicates further provided attractive opportunities for substantial capital gain through resale of property in a rising realty market.

But syndicates have certain drawbacks. They are usually undiversified; the subject property may be poorly built, purchased at too high a price, or deteriorates if maintenance is inadequate. Syndicate participations are also quite expensive costing often from \$10,000 to \$25,000 and they lack ready marketability.

Real Estate Corporations

To provide the benefits afforded by these syndicates, and to gather larger reservoirs of capital, permitting diversified property purchases, to provide permanence and continuity of management, and to create a marketable security which smaller investors

could easily own—to achieve all these objectives a number of public real estate corporations have recently been formed. Especially in the past three years, there have been frequent public offerings of realty stocks. Some represented entirely new underwritings; others were incorporations of syndicates already in successful operation. We lack time to cover the complete list but we have selected three interesting and representative issues for review now.

United Investors Corporation

This company was incorporated in Delaware in January 1961 to acquire income-producing property, and land suitable for the building of apartment houses, motels or shopping centers, etc., and to engage in leasing, development, construction, financing and management of property. By funds from public offering of Class A stock, and by offering its Class A and Class B stock in exchange for fee ownership of certain properties, United Investors Corporation's holdings now include interests in 14 properties in 8 eight states and contracts for five others.

These modern and diversified structures include five Howard Johnson Motor Lodge and Restaurant installations (with a total of 400 motel units); a 108-room Holiday Inn and Restaurant in Roswell, New Mexico; the 80-room Congress Inn Motel at Cocoa Beach, Fla.; the 157-room Miami Airport Motel; a five-acre shopping center in Bayside, Queens County, New York City; the 14-acre Ridgeway Shopping Center in Stamford, Conn.; a 27-story, 250-room apartment house in Philadelphia and the 12-story, 414-room Avon House Apartments on East 74th Street, New York. In addition, United Investors owns the fee to half a square block on Second Avenue, New York, between 86th and 87th Streets on which a huge FHA apartment house of 3,500 rooms is to be built; and the fee to 14,000 square feet at the Southeast corner of Lexington Avenue.

The entire properties of United Investors Corporation have been recently valued at \$20,888,900. Capitalization consists of 1,001,202 shares of Class A stock, 858,600 shares of Class B and 200,000 warrants (exercisable from March 1, 1962 through May 31, 1962) to

We are pleased to announce that

RICHARD M. RATNER

has become associated with our firm

as Vice President

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purchase one share of Class A stock at \$10. The Class B controls the company; the Class A has a preference and priority in respect to dividends. The Class A is currently selling at 10¼ and paying a dividend of 6½¢ monthly. This represents an attractive yield on diversified and well-managed properties. Cash distributions each month are considered a return of invested capital and hence tax exempt until the stockholder's basic investment is recovered. According to a projection of earnings, the company expects initially an annual gross of \$2,770,259 and an annual cash flow of \$665,818.

Real Properties Corporation of America

This is another company formed to consolidate and incorporate properties formerly syndicated. Here the accent is on business properties; and the holdings include recent acquisition of the 72 Wall Street office building in New York; the fee to the Jackson Green Building, Chicago; and interests in three office buildings, one loft building, one shopping center and one combination office and warehouse building, located in six different cities in the United States.

The Class A stock was recently underwritten and offered in exchange for certain property interests. It sells currently at 12½ and pays a cash distribution of 7¢ monthly—84¢ a year. There is also a Class B stock which elects two-thirds of the directors. The B stock is to receive no dividend until the Class A has received 84¢ in a given year; and the Class B is convertible at a certain rate into Class A.

Real Properties Corporation offers an above average current tax exempt yield on its Class A shares, the benefits of a respected management group, and an income flow from well located and well tenanted business properties.

Income Properties, Inc.

This company was organized in 1956 and specializes in the ownership, construction and operation of apartment houses in Metropolitan New York. When the company "went public" last July, it owned six apartment houses with a total annual rent roll of \$547,242, plus a choice parcel of land (17,500 square feet) at 48th Street and Second Avenue, New York. On this site Income Properties plans to build a multi-store apartment house to be completed in early 1963.

In addition, the company has acquired the Shoreham apartment house in Brooklyn, and contracted for the purchase of a 79-family fireproof building with taxpayers in upper Manhattan, and a discount center in Reading, Pa. Just completed is an apartment building and multi-store property in Flushing, New York. Here the shopping units are now fully leased and the apartments 90% rented. These newly acquired holdings will increase by over 100% (to over \$1,100,000 annually) the annual rent roll of Income Properties, Inc., estimated as of June 15, 1961.

The management of this company deserves special mention. It increased the rental income from each property acquired; and did this on occupancy rates averaging above 98% for the past four years. Meanwhile, due partly to excellent maintenance programs, and to higher labor, material and land costs, replacement costs and market values of company properties have risen. Moreover, in the last four years mortgage indebtedness has been substantially reduced.

As of Oct. 15, 1961 capitalization of Income Properties, Inc. was \$5,383,511 in indebtedness, 329,006 shares of Class A (to receive a dividend up to \$1.00 a share before Class B stock receives anything), 29,586 shares of Class B, and 30,000 two-year war-

rants to buy Class A at \$9.75 per share. Income Properties' Class A sells at 11¼, pays 6¢ monthly and represents an attractive vehicle not only for high rate income flow, but for interesting capital gains. This stock is perhaps less leveraged than the other two but its building program should result in significant and substantial additions to net worth over time.

With many respected dividend-paying stocks yielding 4% currently, today's selections of Class A realty shares have special appeal. They all offer generous tax free yields, good marketability and provide in three different sectors of the real estate market—

motels, business buildings, and apartments—legitimate prospects for rewarding capital gains.

Joins Walston Staff

(Special to THE FINANCIAL CHRONICLE)

PORTLAND, Ore. — Lyle W. Baldwin is now with Walston & Co., Inc. 901 Southwest Washington St. He was formerly with Black & Co., Inc. and Foster & Marshall.

Form V. I. P. Investors

V. I. P. Investors Corp. has been formed with offices at 6 East 39th Street, New York City, to engage in a securities business.

The Security I Like Best

Continued from page 2

during the next few years. Its net income for 1960 was 16% more than in 1959. In September, 1957, a subsidiary of Allstate commenced life insurance underwriting. In four years, it and a subsidiary built up insurance in force to \$1,830,000,000—an outstanding achievement. Allstate net earnings (paid out in dividends or re-

tained amounted to 52¢ per share of Sears Stock in 1960.

Sears increased its regular annual dividend rate from \$1.20 to \$1.40 per share on Nov. 22, 1961 and declared an extra dividend of 25 cents per share against 20 cents per share in 1960.

Sears is listed on the New York, Pacific Coast and Midwest Stock Exchanges. The appeal of the stock is to investors who admire conservatism and, at the same time, are not unmindful of the prospects of growth, increased income and probable long term market appreciation.

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TAX-EXEMPT BOND MARKET

BY GEORGE L. HAMILTON*

With the advent of the long Thanksgiving holiday last week, coupled with the 50th Annual Convention of the Investment Bankers Association of America this week in Hollywood, Fla., there is not too much in the way of noteworthy news to report from the municipal bond field. While the tax-exempt bond market did not completely close down with the absence of most of the hierarchy of the municipal bond fraternity, it was rather the lack of important new issues up for competitive sale which caused the quietness.

The news from the convention as related to the municipal bond field once again centered on the Federal inroads and encroachments in the industry. This included allegations that the Treasury would try to reduce the extent of Federal income tax exemption now enjoyed by bonds of states and municipalities and the policy of various Federal lending agencies of making loans to municipalities at rates below those of the public market. The Housing and Home Finance Agency (of the Community Facilities Administration, Washington, D. C.) came under specific mention due to its lending operations by which it is authorized to make long-term loans (up to \$650 million) to municipalities at 3% and in some cases 3 1/2%. These borrowing rates were termed inequitable and unrealistic by the bankers and a deliberate intervention in the private banking industry by the government.

Let Investor Decide

Another move at the convention was to encourage states, authorities and political subdivisions to issue their coupon bonds in larger than \$1,000 denominations. It has been traditional in the past to issue these securities in units of \$1,000 but the volume of outstanding bonds has grown so large (\$70 billion) in recent years that provision for vault space for this mass of securities, detaching the interest coupons and physically counting the bonds themselves create difficult problems.

While at first this would appear to be a sound idea, particularly for the underwriters and banks involved, let us not lose sight of the investor who buys our bonds and let us let him make the decision as to the denominations he wants. It would be a simple procedure to offer the buyer the opportunity to specify whether he wished \$5,000 or \$1,000 units rather than to dictate policy to him.

Broader Participation in Industrial Aid Financing Expected

The final topic under discussion down Florida way involved the growing wave of industrial aid financing. All members felt that this type of financing will continue to expand during the coming years and that a greater number of investment banking firms would enter this area of financing. Two important states

(New York and Delaware) have already passed legislation to enable these states to sell bonds up to specified authorizations with the guarantee of the state behind them.

The I. B. A. is on record as opposing such financings but it is understood that many firms in the future will bid on this type of bond.

Price Cutting Indicated

The state and municipal bond market has been slightly easier during the past week. Although the bidding for the few new issues that have sold has been aggressive, and at times very competitive, the general market level has been off slightly from the highs of earlier this month.

The Commercial and Financial Chronicle's high grade tax-exempt bond yield average now stands at 3.2961%; the average a week ago was 3.28%. This would indicate that in terms of dollars, the market has eased an average of one-quarter of a point. Since this yield index is derived through actual secondary market offerings rather than through an average of new issue offerings, it reflects some actual inventory price cutting.

Dollar Bonds Strong

The dollar quoted revenue issues have once again gone contrary to the pattern of general obligation bonds with the Smith, Barney & Co. Toll Road Index standing at 3.85% on Nov. 24, the last reporting date. The week before this yield index had been at 3.88%. For that period the market was thus up close to one-half point. This week has seen little activity in these markets with prices about unchanged.

The Blue List float of available municipals has again moved over the half billion figure to yesterday morning's total of \$504,540,000 as against last week's total, Nov. 24, of \$495,284,000. This amount of bonds would explain some of the price cutting of the last week as dealers attempt to lighten their inventories.

New Business Light

During the past week there was a relatively light volume of new municipal issues. The few more important new issues will be briefly noted. On Monday, Nov. 27, the City of Seattle, Wash. awarded \$4,000,000 capital improvement (1964-1982) bonds to The Chase Manhattan Bank group. Other major members of this syndicate include Salomon Bros. & Hutzler, R. H. Moulton & Co., Trust Co. of Georgia, Shearson, Hammill & Co. and Mercantile National Bank at Dallas. Scaled to yield from 2.00% to 3.50% for a variety of coupons, about 25% of the issue has been sold.

Tuesday, Nov. 28, saw four issues of importance sell at competitive bidding. The Cook County, Ill. Forest Preserve District sold \$2,000,000 of bonds due from 1964 to 1973 to the First National Bank of Chicago at a net interest cost of 2.77%. There was no public reoffering of the bonds.

Gary, Ind. awarded \$2,000,000 general obligation serial (1963-1981) bonds to the group managed jointly by Shearson, Hammill & Co. and Goodbody & Co. The bonds were reoffered to yield from 2% to 3 1/2% and after initial offering a balance of \$890,000 bonds remain in account.

The City of Wallingford, Conn. sold \$1,645,000 school bonds to the Lehman Bros. & Co. group. Other major members of this syndicate include Phelps, Fenn & Co., R. W. Pressprich & Co., Laidlaw & Co., Dominick & Dominick, and Eldredge & Co., Inc. Scaled to yield from 1.90% in 1963 to 3.40% in 1981, about 40% of the bonds have been sold.

On Wednesday, Nov. 29, Kansas City, Mo. attracted seven bids and extremely competitive bidding for its \$3,300,000 various purpose general obligation (1962-1981) bonds. The issue was awarded to the group headed by the Continental Illinois National Bank & Trust Co. and including Lee Higginson Corp., G. H. Walker & Co., R. W. Baird & Co., Inc. and J. R. Williston & Beane. The bonds were reoffered to yield from 1.60% in 1962 to 3.35% in 1980. The 1981 maturity carried a 1% coupon and was offered at a 4% yield. The issue appears to be well received with a balance of \$1,465,000 remaining at this writing.

Week's Largest Award

The final sale of importance this week consisted of two State of Mississippi various purpose (1962-1986) bond issues totaling \$11,855,000. Both issues were awarded to a group headed by The First National City Bank of New York and including The Northern Trust Co., Halsey, Stuart & Co., Inc. and the Morgan Guaranty Trust Co. of New York. The large issue, \$9,105,000 Series A-1 bonds, maturing 1962 to 1981, was scaled to yield from 1.60% to 3.50%. A balance of about \$3,455,000 remains in the account. The \$2,750,000 Livestock Coliseum bonds were scaled to yield from 1.60% in 1962 to 3.50% in 1983. The last three maturities carried a 2% coupon and were not reoffered. At this writing it appears that about \$745,000 of the bonds have been sold.

Looking Ahead

There have been no sizable additions to the new issue calendar since last reporting and the calendar for the balance of this year totals a modest \$330,000,000. We know of no changes in the negotiated offering calendar with the \$155,000,000 Florida Turnpike issue, scheduled for the week of Dec. 11, the only issue presently on the calendar.

Next week's new issue calendar totals approximately \$160,000,000, with three issues of note up for competitive bidding. Tuesday, Dec. 5, will see the sale of \$28,500,000 Baltimore, Md. various purpose (1962-1987) bonds and \$25,000,000 State of Connecticut general purpose (1963-1982) bonds. On Wednesday, Dec. 6, Oakland County, Mich. will receive bids for \$33,675,000 Drainage District (1963-1992) bonds. For the remainder of this year there is presently only one other sale of importance on the calendar. On Tuesday, Dec. 12, New York City will seek bids for \$53,100,000 various purpose (1962-1986) bonds.

Seasonal "Switches" Small

Trading, an important phase of all markets including tax-exempts, has been less active than usual. As we approach the month of December and the end of the year, much emphasis is usually placed on the importance of so-called "switches" for tax purposes. This type of trading has been unusually light this year as compared to other years. So much trading has

been done in past years that many clients find that there are no longer any large losses in municipal bonds and that, in fact, most of their holdings show gains.

There are still a few switches going on but the volume of business being done is insignificant as compared to other years. A firm order market seems in prospect.

Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of \$1,000,000 or more for which specific sale dates have been set.

Nov. 30 (Thursday)			
Moorestown Twp. Sch. Dist., N. J.	2,425,000	1963-1987	8:00 p.m.
North St. Paul-Maplewood Ind. Sch. Dist. No. 622, Minnesota	1,000,000	1964-1990	8:00 p.m.
Northampton, Mass.	1,250,000	1962-1981	7:30 p.m.
Villa Maria College, Pa.	1,023,000	1963-2000	10:00 a.m.
Dec. 4 (Monday)			
Chatham County, Ga.	1,000,000		10:00 a.m.
Dallas County, Texas	5,000,000	1963-1992	10:00 a.m.
Parma, Ohio	1,965,000	1963-1972	Noon
Pima County, Ariz.	1,420,000	1969-1982	11:00 a.m.
Dec. 5 (Tuesday)			
Arapahoe Co. S. D. No. 6, Colo.	2,570,000	1963-1982	7:30 p.m.
Baltimore, Maryland	28,500,000	1962-1987	11:00 a.m.
Barker, Chenango, etc., Central School District 1, N. Y.	1,033,000	1962-1990	2:00 p.m.
Clifton, New Jersey	1,871,000	1963-1986	8:00 p.m.
Connecticut (State of)	25,000,000	1963-1981	11:00 a.m.
Falmouth, Mass.	1,735,000	1962-1981	11:00 a.m.
Georgia Ports Authority, Georgia	9,500,000	1962-1987	Noon
Indiana Area Jt. Sch. Auth., Pa.	3,250,000	1962-1991	7:30 p.m.
Jersey City, New Jersey	9,693,000	1962-1981	10:30 a.m.
Orange Unified Sch. Dist., Calif.	1,490,000	1963-1982	11:00 a.m.
Riverside, Calif.	2,944,000	1963-1982	10:00 a.m.
Terre Haute, Ind.	6,300,000	1963-2001	2:00 p.m.
Dec. 6 (Wednesday)			
Medford, Mass.	2,750,000	1962-1980	11:00 a.m.
Nansemond County, Va.	1,000,000	1962-1981	Noon
Oakland County, Mich.	33,675,000	1963-1992	11:00 a.m.
Russell County, Va.	1,000,000	1962-1981	Noon
St. Louis County, Kirkwood School District, R-7, Mo.	1,700,000	1963-1981	8:00 p.m.
Salt Lake Co., Utah	5,500,000	1963-1972	11:00 a.m.
Sauk County, Wis.	1,150,000	1963-1980	10:00 a.m.
Dec. 7 (Thursday)			
South Bend, Ind.	1,100,000	1963-1968	2:00 p.m.
Wethersfield, Conn.	2,334,000	1963-1981	11:30 a.m.
Dec. 8 (Friday)			
Green River Valley Water D., Ky.	1,035,000	1966-2001	11:00 a.m.
Dec. 11 (Monday)			
Liberty County, Texas	1,000,000	1965-1984	11:30 a.m.
Dec. 12 (Tuesday)			
Coral Gables, Fla.	1,000,000	1962-1986	3:00 p.m.
Cordova Park Dist., Calif.	1,200,000	1963-1987	8:00 p.m.
East Baton Rouge Parish, La.	7,000,000	1963-1992	5:00 p.m.
Eastlake, Ohio	2,000,000	1963-1977	1:00 p.m.
Florida State Board of Education	1,765,000	1963-1982	10:00 a.m.
Florida Turnpike Authority, Fla.	155,000,000	2001	
[Negotiated sale to be handled by Dillon, Read & Co. syndicate.]			
Los Angeles Co. Hosp. Dist., Calif.	3,781,000		
New York City, New York	53,100,000		11:00 a.m.
Oklahoma City, Okla.	15,940,000	1964-1987	11:00 a.m.
Pennsylvania State Public School Bldg. Authority, Pa.	23,044,000	1962-2000	Noon
Phoenix, Arizona	7,500,000	1963-1993	10:00 a.m.
Texas State Teachers Colleges, Tex.	3,681,000	1964-2001	10:00 a.m.
Dec. 13 (Wednesday)			
Atlantic County New Jersey	2,000,000	1963-1992	1:00 p.m.
Chesterfield County, Va.	3,000,000	1963-1982	Noon
Mcrris County, N. J.	3,041,000	1962-1981	2:30 p.m.
North Olmsted City Sch. Dist., O.	2,031,000	1963-1984	Noon
Springfield, Mo.	2,000,000	1967-1981	7:30 p.m.
Dec. 14 (Thursday)			
Iowa City, Iowa	3,100,000	1962-1991	11:00 a.m.
Lucas County, Ohio	1,098,990	1963-1981	1:00 p.m.
Rutgers University, N. J.	4,160,000	1962-2000	3:00 p.m.
South Carolina (State of)	6,000,000	1962-1981	Noon
University of the Pacific, Calif.	2,115,000	1964-2001	10:00 a.m.
West Milford Twp. Sch. Dist., N. J.	1,550,000	1963-1982	8:00 p.m.
Dec. 15 (Friday)			
Louisiana State College, La.	1,595,000	1964-2001	11:00 a.m.
Loyola University, Ill.	1,000,000	1963-1990	10:00 a.m.
Dec. 20 (Wednesday)			
Richmond, Va.	7,800,000	1963-1982	
Jan. 1 (Monday)			
Cypress-Fairbanks CISD, Texas	2,325,000		
Taylor Township Sch. Dist., Mich.	3,500,000		
Jan. 4 (Thursday)			
Georgia Rural Roads Auth., Ga.	13,000,000		
Georgia State Office Bldg. Auth., Georgia	6,000,000		
Jan. 9 (Tuesday)			
Ascension-St. James Bridge & Ferry Authority, La.	30,750,000	2001	11:00 a.m.
East Bay Mun. Util. Dist., Calif.	30,000,000	1963-1997	10:00 a.m.
Terrebonne Par. Cons. SD #1, La.	2,000,000	1964-1987	10:00 a.m.
Jan. 10 (Wednesday)			
Lee County, Fla.	1,150,000		11:00 a.m.
Los Angeles, Calif.	9,000,000		
Pascagoula Mun. Sep. S. D., Miss.	2,000,000		
San Jose, Calif.	20,000,000	1963-1982	11:00 a.m.

MARKET ON REPRESENTATIVE SERIAL ISSUES

	Rate	Maturity	Bid	Asked
California (State)	3 1/2%	1978-1980	3.70%	3.55%
Connecticut (State)	3 3/4%	1980-1982	3.35%	3.25%
New Jersey Highway Auth., Gtd.	3%	1978-1980	3.35%	3.25%
New York (State)	3%	1978-1979	3.25%	3.10%
Pennsylvania (State)	3 3/4%	1974-1975	3.10%	3.00%
Vermont (State)	3 1/2%	1978-1979	3.25%	3.15%
New Housing Auth. (N. Y., N. Y.)	3 1/2%	1977-1980	3.25%	3.10%
Los Angeles, Calif.	3 3/4%	1978-1980	3.70%	3.55%
Baltimore, Md.	3 1/4%	1980	3.35%	3.20%
Cincinnati, Ohio	3 1/2%	1980	3.40%	3.25%
New Orleans, La.	3 1/4%	1979	3.60%	3.50%
Chicago, Ill.	3 1/4%	1977	3.55%	3.40%
New York City, N. Y.	3%	1980	3.60%	3.55%

Nov. 29, 1961 Index=3.2961%

* Pinch-hitting for Donald D. Mackey.

The State of TRADE and INDUSTRY

Steel Production
Electric Output
Carloadings
Retail Trade
Food Price Index
Auto Production
Business Failures
Commodity Price Index

In its latest issue of *Business in Brief*, published bi-monthly by the Chase Manhattan Bank, presents the following summary of future business conditions.

Persistent rises in overhead costs in the postwar period have created an entirely new set of problems for manufacturing, according to *Business in Brief*.

The basic problem of rising overhead costs stems from an increase in nonproduction workers. The total number of production workers has actually dropped 4% since 1947, but in that period the number of nonproduction or white-collar workers has risen 63%. Plainly, a much greater percentage of total costs are incurred in overhead areas today than formerly. This change causes two main problems:

The first problem is inflexibility of employment. White-collar workers—for example, research scientists developing a new product—are less likely to be laid off than assembly line workers when output falls. This means that employment and payrolls do not respond as sharply today to changes in output as they did in the past, and therefore unit cost can rise rapidly when production falls during a recession.

Second is the problem of productivity per manhour. During the postwar period, productivity in manufacturing has risen about 3% per annum. However, there was a noticeable slowdown from 1955 through 1958, and even with substantial gains since, the rate after 1955 has been below earlier postwar years. This raises several questions, according to *Business in Brief*: Is overhead simply too high? Is the slowdown in the rate of increase due to slack in the economy which prevented maximum utilization of nonproduction workers? Or, have white-collar workers been engaged in projects expected to pay off in the future? No clear answer to these questions is available, the bank's publication states.

At present, both unit wage and salary costs are dropping in typical recovery patterns as productivity rises more rapidly than employee compensation.

Turning to an examination of formal education, the Chase Manhattan report showed that the real cost of formal education for Americans last year was nearly \$45 billion—an amount equal to 9% of production of all goods and services. This figure includes salaries for teachers and school employees, maintenance and carrying charges on buildings and equipment, and the estimated amount of money students might have earned if they had been working instead of attending school.

Education gives a high rate of return on the investment, according to Chase Manhattan. College graduates had a median income of \$9,210 in 1958, almost two-thirds above the \$5,570 median of high school graduates. Elementary school graduates had a median income of \$3,770. When income earned by college students and high school students is adjusted by IQ ratings, and this income is compared to the costs of the education received, a rate of return of nearly 10% on the investment in a college education is indicated. This is approximately equal to the average rate of return on business investment.

In addition, the report notes that the increase in education has made considerable contributions to economic growth. The general

increase in educational levels of the labor force has accounted for 44% of the boost in output per worker according to one study. Moreover, the advance in technology, which is basic to growth, rests on education.

Bank Clearings for Week Ended Nov. 25 in an Upward Rise of 6.8% Above the 1960 Week

Bank clearings last week showed an increase compared with a year ago. Preliminary figures compiled by the *Chronicle* based upon telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, Nov. 25, clearings for all cities of the United States for which it is possible to obtain weekly clearings was 6.8% above those of the corresponding week last year. Our preliminary totals stand at \$25,110,035,586 against \$23,504,189,302 for the same week in 1960. Our comparative summary for the leading money centers for this week follows:

Week End.	(000's omitted)		
Nov. 25—	1961	1960	%
New York	\$12,792,594	\$12,313,791	+ 3.6
Chicago	1,124,483	1,049,869	+ 7.1
Philadelphia	1,117,000	989,000	+ 12.9
Boston	77,899	785,649	— 1.0

Steelworkers Anticipate a Strike In the Industry, According to Latest "Iron Age" Report

The rush to build steel inventories in early 1962 has resulted

in informal quotas on some steel products, *The Iron Age* reports.

There is no system of rigid allotments yet. But some mills have told district sales offices how much tonnage they can accept for their customers. These offices, in turn, have given purchasing agents some rough limits of how much they can place in the first quarter.

The Iron Age says that auto companies have advanced some January tonnage into December. This and a general pickup last week have changed the December outlook. Until a few days ago, it did not look much better than November.

A surge of orders late last week indicated a decisive gain for December, if the rate is sustained. There is little evidence that December orders are for inventory. Instead, indications are that steel consumption, particularly by the auto industry, has picked up sharply.

If this pickup in consumption continues, it will make the early 1962 inventory buildup that much more of a squeeze on the market. Some mills are receiving orders at a rate to justify operations from 70 to 74% of capacity.

The result of the growing rate of consumption and inventory building will be a significant improvement in steelmaking operations and a lengthening of lead times as December progresses. Lead times currently show no sharp change, but there are indications of things to come.

This means that, at the moment, there are openings in December for virtually all products. But, with the situation fluid, this could change in a hurry. If more flat-

rolled automotive tonnage is advanced from January to December, which is likely, cold-rolled sheet would move out by weeks in a few hours.

Some of the new auto business for December is related to inventory building, but not all. Mills are attempting to determine how much of the new business by both automakers and general users is for inventory and how much is for current needs. But it is clear that the general tempo of business has picked up significantly.

While most major consumers are planning to build from 30 to 60 days of inventory by the end of next June, there are others who dismiss the possibility of a strike or are convinced that, if there is one, it will be short.

The Iron Age says there is no evidence of any change in the steel labor climate and notes that among steelworkers themselves, the general belief is that there will be a strike. This is evidenced by savings buildups among workers, a general tightening of their belts more than six months ahead of the deadline, and militant talk at the local level.

Steel Production Data for the Week Ended Nov. 25, 1961

According to data compiled by the American Iron and Steel Institute, production for the week ended Nov. 25, 1961 was 2,032,000 tons (*109.1%), or 0.2% below the output of 2,037,000 (*109.3%) in the week ended Nov. 18.

Production this year through Nov. 25, 47 weeks, amounted to 86,880,000 (*99.2%), or 5.4% below the period through Nov. 26, 1960.

The year to date production for

1960 through Nov. 26, 1960, 47 weeks was 91,809,000 tons or (*104.9%).

The Institute concludes with Index of Ingot Production by Districts for week ended Nov. 25, 1961, as follows:

	* Index of Ingot Production for Week Ended Nov. 25, 1961
North East Coast	105
Buffalo	104
Pittsburgh	103
Youngstown	92
Cleveland	104
Detroit	150
Chicago	113
Cincinnati	139
St. Louis	129
Southern	97
Western	106
Total	109.1

* Index of production based on average weekly production for 1957-59.

Steel Industry Heads for Boom That Will Last at Least Until June

The steel industry is heading for a boom—one that will last at least until the end of June, *Steel* magazine said.

Even though December is shaping up as the best month of this year for steelmakers, it will probably be less productive than any month in the first half of 1962.

Steel consumption will reach a higher level by the second quarter than it attained at any time in 1961 if autos, appliances, and other durables keep selling as well as they have been.

By mid-December, some of the smaller sheet mills will be operating close to capacity. By February

Continued on page 26

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these Bonds.
The offer is made only by the Prospectus.

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November 30, 1961.

DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED
TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

Airlines—Analysis of outlook—John H. Lewis & Co., 63 Wall Street, New York 5, N. Y.

Automobiles and Heavy Trucks—Analysis of growth prospects—Goodbody & Co., 2 Broadway, New York 4, N. Y. Also available is a memorandum on Raytheon.

Canadian Market—Review—Equitable Securities Canada, Limited, 60 Yonge Street, Toronto 1, Ont., Canada.

Capital Gains & Losses—Discussion of tax savings opportunities—Courts & Co., 11 Marietta Street, N. W., Atlanta 1, Ga.

Estero Municipal Improvement Bonds—Information on tax-free bonds yielding 5.60%. Grande & Co., Inc., Hoge Bldg., Seattle 4, Wash.

Income Stocks—Review of six issues which appear attractive—Dean Witter & Co., 45 Montgomery Street, San Francisco 6, Calif. Also available is a memorandum on Bullock's Inc.

Japanese Electronics Industry—Analysis—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y.

Japanese Electronics Industry—Report—Yamaichi Securities Co. of New York, Inc., 115 Broadway,

New York 6, N. Y. Also available is an analysis of Noda Shoku Co. Ltd.

Japanese Investment Survey—Report—The Daiwa Securities Co., Ltd., 149 Broadway, New York 6, New York.

Japanese Stocks—Handbook for investment, containing 20 essential points for stock traders and investors—The Nikko Securities Co., Ltd., Tokyo, Japan—New York office 25 Broad Street, New York 4, N. Y.

Natural Gas—Review—David L. Babson & Company, Inc., 89 Broad Street, Boston 10, Mass.

New England Stocks—Bulletin—Hemphill, Noyes & Co., 8 Hanover Street, New York 4, N. Y.

New York City Bank Stocks—Third Quarter Statistics on Ten New York City Banks—Laird, Bissell & Meeds, 120 Broadway, New York 5, N. Y.

Over-the-Counter Index—Folder showing an up-to-date comparison between the listed industrial stocks used in the Dow-Jones Averages and the 35 over-the-counter industrial stocks used in the National Quotation Bureau Averages, both as to yield and market performance over a 23-

year period—National Quotation Bureau, Inc., 46 Front Street, New York 4, N. Y.

Puerto Rico—Special report—Government Development Bank for Puerto Rico, 45 Wall St., New York 5, N. Y.

Silver—Report—Jacques Coe & Co., 39 Broadway, New York 6, New York.

Steel Industry—Discussion—Richard Ney and Associates, 242 North Canon Drive, Beverly Hills, Calif.

Textbook Publishers—Analysis with particular reference to Ginn & Company and Scott, Foresman & Company—A. C. Allyn & Co., 122 South La Salle Street, Chicago 3, Ill. Also available is an analysis of Socony Mobil Oil Company, Inc.

American Sugar Refining Co.—Analysis—Reynolds & Co., 120 Broadway, New York 5, N. Y. Also available are reviews of Moore Corp., and Williams Brothers Co.

Applied Research Inc.—Analysis—Cruttenden, Podesta & Co., 209 South La Salle Street, Chicago 4, Illinois.

Atmos-Pak Inc.—Memorandum—Christopher & Co., 80 Broad Street, New York 4, N. Y.

Bauer Aluminum—Memorandum—Parker, Ford and Company, Inc., Vaughn Building, Dallas 1, Texas.

Beneficial Standard Life—Data—Robert H. Huff & Co., 210 West Seventh Street, Los Angeles 14, Calif. Also available are data on Nationwide.

Burlington Industries—Data—Paine, Webber, Jackson & Curtis, 25 Broad Street, New York 4, N. Y. Also available are data on Lehn & Fink, General Public Utilities, Chicago, Rock Island & Pacific, National Distillers and Chemical Corp. and American Telephone & Telegraph.

Burroughs Corporation—Review—Vanden Broeck, Lieber & Co., 125 Maiden Lane, New York 38, N. Y. Also available are reviews of Buckeye Pipe Line Company and Nu Tone Incorporated.

Canadian Celanese Limited—Analysis—Royal Securities Corporation Limited, 244 St. James Street, West, Montreal 1, Que., Canada. Also available are analyses of Consolidated Mining and Smelting Co. of Canada, Imperial Oil Limited, and Traders Finance Corporation Ltd.

Celanese Corp. of America—Analysis—H. Hentz & Co., 72 Wall Street, New York 5, N. Y. Also available is a discussion of profit opportunities among Eastern Railroads.

Coastal States Gas Producing—Memorandum—Walston & Co., Inc., 74 Wall Street, New York 5, New York.

Consumers Gas Company—Survey—Equitable Brokers Limited, 60 Yonge Street, Toronto 1, Ont., Canada. Also available are surveys of MacMillan, Bloedel and Powell River Limited and Distillers Corporation-Seagrams Ltd.

Continental Insurance—Memorandum—Josephthal & Co., 120 Broadway, New York 5, N. Y. Also available is a memorandum on McKesson & Robbins.

Cordova Recreation and Park District Bonds—Brochure—Stone & Youngberg, Russ Building, San Francisco 4, Calif.

Coronation Credit Corp.—Memorandum—Thomas B. Read Company, Ltd., 602 West Hastings Street, Vancouver, B. C., Canada.

Crowell-Collier Publishing Company—Analysis—Schweickart & Co., 29 Broadway, New York 6, New York.

Dart Drug—Memorandum—Jones, Kreeger & Co., 1625 Eye Street, N. W., Washington 6, D. C.

Decca Records—Memorandum—Dempsey-Tegeler & Co., Inc., 210 West Seventh Street, Los Angeles

14, Calif. Also available is an analysis of Dorsett Electronics Inc.

Del E. Webb Corp.—Memorandum—Gerstley, Sunstein & Co., 211 South Broad Street, Philadelphia 7, Pa.

Dentists Supply—Colby & Company, Inc., 85 State Street, Boston, Mass. Also available is a report on Laboratory for Electronics.

Development Corp. of America—Memorandum—Givens & Co., du Pont Building, Miami 32, Fla.

E. I. du Pont de Nemours & Company—Analytical brochure—Cyrus J. Lawrence & Sons, 115 Broadway, New York 6, N. Y.

Electric Hose & Rubber Company—Analysis—Laird, Bissell & Meeds, 120 Broadway, New York 5, N. Y.

Empire Financial Corporation—Analysis—Blalack & Wells, Inc., 2477 Huntington Drive, San Marino, Calif.

Ets Hokin & Galvan—Memorandum—Birr & Co., Inc., 155 Sansome Street, San Francisco 4, Calif.

Ford—Memorandum—E. F. Hutten & Company, 7616 Girard Ave., La Jolla, Calif.

Foremost Dairies—Memorandum—Herzfeld & Stern, 30 Broad Street, New York 4, N. Y.

Gamble-Skogmo—Report—Thomson & McKinnon, 2 Broadway, New York 4, N. Y.

General Dynamics—Chart analysis—Auchincloss, Parker & Redpath, 2 Broadway, New York 4, New York.

General Life Insurance Corporation of Wisconsin—Analysis—Piper, Jaffray & Hopwood, 115 South Seventh Street, Minneapolis 2, Minn.

General Portland Cement—Memorandum—R. W. Pressprich & Co., 80 Pine Street, New York 5, New York.

General Precision Equipment Corp.—Analysis—Ball, Burge & Kraus, Union Commerce Building, Cleveland 14, Ohio.

Getchell Mines—Memorandum—F. M. Mayer & Co., 30 Broad Street, New York 4, N. Y.

Globe Security Systems, Inc.—Analysis—Hooker & Fay, Inc., 221 Montgomery Street, San Francisco 4, Calif.

Goodway Printing Company—Analysis—Capital Trading Corporation, 92 Liberty Street, New York 6, N. Y.

Hoover Ball & Bearing Company—Analysis—Hornblower & Weeks, 1 Chase Manhattan Plaza, New York 5, N. Y. Also available are reviews of General Motors Corporation, International Harvester, Midland Ross, American Radiator & Standard Sanitary, J. P. Stevens, Westinghouse Electric, Thompson Ramo Wooldridge, National Lead and Sealright Oswego Falls.

Laurentide Financial Corporation—Report—Ralph E. Samuel & Co., 2 Broadway, New York 4, New York.

Mastercraft Medical & Industrial Corp.—Data—Sulco Securities, Inc., 52 Broadway, New York 4, N. Y.

Max Factor—Memorandum—D. H. Blair & Co., 42 Broadway, New York 4, N. Y. Also available are memoranda on Kennecott and McLean Trucking.

Mergenthaler Linotype—Memorandum—J. W. Sparks & Co., 120 Broadway, New York 5, N. Y.

Morning Coffee, Inc.—Analysis—Goodman Securities Corporation, 80 Wall Street, New York 5, N. Y.

Oxford Paper Company—Review—L. F. Rothschild & Co., 120 Broadway, New York 5, N. Y.

Pacific Car & Foundry Co.—Analysis—Pacific Northwest Company, United Pacific Building, Seattle 24, Wash.

Pacific Northwest Bell Telephone Company—Analysis—W. E. Hutten & Co., 14 Wall Street, New York 5, N. Y.

Porco-Cote Research Development Corp.—Report—I. R. E. Investors Corp., 3000 Hempstead Turnpike, Levittown, N. Y. Also available is a report on Salro Manufacturing Corp.

Portable Electric Tools—Memorandum—Taylor, Rogers & Tracy, Inc., 105 South La Salle Street, Chicago 3, Ill.

Pullman Inc.—Survey—Shields & Company, 44 Wall Street, New York 5, N. Y. Also available is a survey of John Morrell & Co.

Rego Insulated Wire Corp.—Analysis—Russell & Saxe, 50 Broad Street, New York 4, N. Y.

Southwest Grease & Oil Company—Report—Milburn, Cochran & Company, Inc., 110 East First Street, Wichita 2, Kan.

Sterling Electronics Inc.—Analysis—S. D. Fuller & Co., 26 Broadway, New York 4, N. Y.

Tandy Corp.—Analysis—R. Williston & Beane, 2 Broadway, New York 4, N. Y.

Texaco Inc.—Report—Schwabacher & Co., 100 Montgomery Street, San Francisco 4, Calif.

Texize Chemicals—Memorandum—Rutner, Jackson & Gray Inc., 811 West Seventh Street, Los Angeles, Calif.

Textron—Report—Purcell & Co., 50 Broadway, New York 4, N. Y.

John R. Thompson Co.—Analysis—H. M. Byllesby and Company, Incorporated, 135 South La Salle Street, Chicago 3, Ill.

Times-Mirror Co.—Bulletin—Mitchum, Jones & Templeton, 650 South Spring Street, Los Angeles 14, Calif.

Timken Roller Bearing Co.—Memorandum—Manley, Bennett & Co., Buhl Building, Detroit 26, Mich.

Traders Finance Corporation, Ltd.—Analysis—A. M. Kidder & Co., Inc., 1 Wall Street, New York 5, N. Y. Also available is a report on Elgin National Watch Co., First National Stores, Inc., Kroger Co., National Tea and a review of

Continued on page 28

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FROM WASHINGTON

...Ahead of the News

BY CARLISLE BARGERON

In the death of Senator Styles Bridges at his Concord, N. H., home last Sunday the country has lost one of its most able and influential conservatives. He undoubtedly will be replaced by a conservative but one whom it will take 25 years to establish the influence that Bridges had. He was the oldest Republican at 63 years in point of service in the Senate. He was serving his 25th year. He could have been the minority leader but he refused it because it kept him on the Senate floor too much of the time. He preferred to work in committee and behind the scenes. He was the Republican leader of the Senate Appropriations Committee. He was chairman of the Republican Conference. Senator Bridges' career reads like a story book. He was rendered fatherless at the age of 9. He took over as head of the family, doing the farm chores. He had a mother, a brother and a sister to support. He worked his way through the University of Maine by milking cows. Subsequently, he moved to New Hampshire and got a job as a county

farm agent. Later he became Secretary to the Governor, and later served on the Public Service Commission.

At the age of 36 he became the youngest Governor in New Hampshire's history and two years later he came to the Senate. He was so dynamic and well liked that he was mentioned for the Vice-Presidency in his first year in office. In those early days in the Senate, when the Republicans had only six members, Senator Bridges constituted just about the only Republican voice.

As a result, two young millionaires, one of whose grandfather used to be a close friend of Theodore Roosevelt, wanted to serve their country, and attached themselves to him and set out to build him for the Presidency. I joined them. Senator Bridges and I went to every state in the Union, except six. He had no hope of obtaining the Presidency but felt he could do a lot towards revital-

izing the party. He would embarrass me at every stop. After I had argued with the State leaders, he would tell them privately that he had no hope of getting the nomination but simply wanted to put some fire in the party.

At the Philadelphia convention he got 25 delegates and threw them to Wendell Willkie. During the ensuing campaign Bridges was the only Republican leader who could always get in touch with Willkie who was notorious for passing up party members.

It was my honor to be a close friend of Senator Bridges for 25 years. He was elected for five successive terms. To talk with him was to be a friend. He had a lovable personality and was always doing favors for people whom he had never seen before.

He worked so hard that he was invariably tired, and had been hospitalized several times.

The Senator lived modestly. He was not a man of wealth. In

Washington he and his wife lived in a small apartment and in East Concord they maintained an unpretentious home. Yet he was one of the most sought after men in Washington.

In 1954 the so-called liberals went all out after him. They sought to flood New Hampshire with a smear attack published in the *Reporter* magazine. Several of the leading members of the Senate, both Republicans and Democrats, signed a testimonial in his behalf. The result was that he won by the largest majority ever given a candidate in New Hampshire.

Former President Eisenhower, Vice-President Nixon and President Kennedy sent messages of condolence to the widow, the Senator's second wife whom he married in the early 40s. His first wife died of a cerebral hemorrhage in a Washington taxicab.

Senator Bridges was a unique fellow among men. He was one of the best friends I ever had.

This announcement is not an offer of securities for sale or a solicitation of an offer to buy securities.

November 28, 1961

1,600,000 Shares

Bank of America
NATIONAL TRUST AND SAVINGS ASSOCIATION

Common Stock

(\$6.25 Par Value)

The Bank is offering to holders of its Common Stock, of record at the close of business on November 21, 1961, the right to subscribe at the price set forth below for 1,600,000 shares of Common Stock, at the rate of one new share for each sixteen shares then held. The right to subscribe, evidenced by transferable Subscription Warrants issued to holders of Common Stock, expires at 3:00 P.M., Pacific Standard Time, on December 15, 1961.

Subscription Price to Warrant Holders
\$59 per share

The Underwriters have agreed, subject to certain conditions, to purchase from the Bank any of the 1,600,000 shares which may remain unsubscribed at the end of the subscription period and to purchase 76,452 shares of Common Stock which would be issuable to shareholders as fractional shares pursuant to a 5% stock dividend payable on or about December 8, 1961, were not cash payments being made in lieu thereof. During and after the subscription period, the Underwriters may offer shares of Common Stock all as more fully described in the Circular.

Copies of the Circular may be obtained from such of the undersigned (who are among the Underwriters named in the Circular) as may legally offer these securities under applicable securities laws.

Dillon, Read & Co. Inc.

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Taxation and Depreciation When New Congress Meets

by Hon. Hale Boggs,* Member of the House of Representatives
(D.—La.), U. S. Congress

House Ways and Means Committee member offers his views regarding prospects for tax changes to induce greater capital investment and on other tax matters. Representative Boggs discusses the currently proposed investment tax credit and the faster depreciation plans, and hopes that the Committee will act with some expedition during the January reconvening of Congress for otherwise the Trade Agreement Act coming up shortly may interfere with getting new tax legislation. He believes that abuses in expense accounts can be corrected without affecting legitimate expenditures; calls for ending tax evasion on dividends and interest; and predicts major tax legislation will result from tax equalization proposals encompassing mutuals and cooperatives.

I presume that the most difficult task is to attempt to look into the future. This is particularly so when one is dealing with revenues, taxes, and budgetary matters as they affect our Federal system, because these matters are determined by events, many of which cannot be foreseen . . . by the Berlin situation, by political developments in far away places, by the cost of putting men into space, by business conditions generally, to mention just a few considerations. The latter—business conditions—have a most direct and a profound effect upon our budget and upon our revenues, and at the outset I should like to deal with this subject.

It is estimated that a million unemployed translated into terms of Federal revenues means a loss of \$3.5 billion per annum. Or put another way if we decrease unemployment by a million under



Rep. Hale Boggs

existing rates we increase revenues by \$3.5 billion. We have had two very recent examples of this situation in actual practice. The recession of 1958-59 gave us an unprecedented peace-time deficit of almost \$13 billion for the fiscal year 1959. During the current calendar year all economists now agree that the recession has been turned around and this has been done with only about one-half of the deficit consequences incurred in 1959.

To project this a bit further—if we have a recovery in business activity now which is comparable to the recovery following 1958-59, we should expect an increase in budgetary receipts of between \$10 and \$12 billion by fiscal 1963 over the present fiscal year. This would bring receipts, using existing rates, to somewhere in the neighborhood of \$95 billion for fiscal 1963.

All indications point to a Gross National Product climbing above the \$565 billion mark. As a matter of fact even conservative forecasters now say that our country is on the way to record good times. Recently two national publications had this to say. *Life* magazine in its Sept. 1 issue editorialized as follows: "The United States is heading into the most

prosperous year it has ever known." And *U. S. News and World Report* in its Sept. 11 issue said: "Recovery is turning out to be even faster and stronger than expected. Next year, in all probability will be remembered as the time of highest prosperity ever seen in this country."

Corporate profits reached an annual rate of almost \$46 billion for the second quarter as compared to \$39 billion for the first quarter of 1961. Nor have I found in my work on the Joint Economic Committee great concern relative to inflation. It appears reasonably certain that we will experience the expected prosperous times without inflation and within the framework of reasonable price stability.

Premature to Chart Tax Decreases For Fiscal 1963

Despite these favorable aspects I think it is too early to make predictions relative to any major tax decrease for fiscal 1963. There are many reasons for this. Unemployment continues to be a problem and the pressures for expenditures, particularly in the area of national defense, remain with us. I am certain that all of us are of one mind in recognizing the urgent necessity for increased defense expenditures in the current fiscal year, and whether or not further increases are to be expected depends upon many variables, most of which have Russian names.

We are deeply committed to the Free World and as the leader of the Free World we must deal with developments as they come along. Someone has said that the world in which all of us live would be one of indescribable abundance if all the resources of all of the nations now being devoted to weapons of destruction could be devoted to the pursuit of peaceful enterprises. But this is not the world in which we live. And maybe this, too, has its bright side. Society, just like human beings, is competitive. It could be that the work of the communists throughout the world in attempt-

ing to overthrow our system and establish their own is providing the catalyst by which we refine and perfect the free enterprise system, bringing greater freedom, greater liberty, greater comforts, to mankind everywhere. But let us look to the immediate future.

I have indicated that Federal revenues under present rates may very well be raised to about \$93 or \$94 billion for fiscal 1963. But expenditures will probably be very close to the same figure. Many of the appropriations with respect to the defense buildup do not have their expenditure effects until 1963 so that it appears rather certain that it will be difficult to make tax reductions or debt retirement in 1963. Beyond this I am optimistic that the business recovery has strong long-range aspects which can very well extend beyond fiscal 1963. This would imply revenue increases, making possible constructive tax reduction and intelligent debt liquidation in the not too distant future.

This means, as I see it, that the principal activity in the field of tax legislation will deal with the recommendations made by the Administration to Congress last April, many of which were reduced to a draft and a report by the Committee on Ways and Means.

Faster Depreciation vs. Investment Tax Credit Plan

This proposal contained one very vital and fundamental recommendation which I think should be discussed at this time, and which may be vital to continued business recovery. I refer to the proposed investment tax credit plan, a proposal which failed to secure unanimous backing within the business community. The latter expressed a preference for a formula which would speed up depreciation. However the community was pleased that the Democratic administration made as its first major proposal one to give substantial tax relief to business. Many have argued that tax reductions should be given to the consumers who in turn would increase their purchases, thus bringing about expansion to meet the increasing demands.

The fallacy of this argument I think can be found in the main premise for the tax incentive or for faster depreciation, that being that many segments of American industry are now obsolete and must be modernized in order to keep up with competition coming from other industrial areas, particularly the common market countries and Japan. A close examination of this argument reveals that it has great validity, as much as our plant is over 18 years old and most of it over 10 years old. As a matter of fact I have only recently returned from a comprehensive study of the Common Market. In my opinion it is one of the most significant events that is happening today. It is bringing together, particularly now that the United Kingdom is joining about 225,000,000 people in a vast new trading area. As the

Wall Street Journal commented last week as negotiations began in Brussels:

"In London, the far-reaching implications of Britain's move to join the Common Market are emphasized by government officials, members of Parliament, and industrialists. Some refer to the talks as 'the most important peace-time negotiations in this century,' or as 'epoch-making.'"

"To see why you need only glance at some statistical measurements of the combine. If Britain joins the Common Market, the new 'seven' would have a population of 225 million people, compared with 215 million in Russia and 184 million in the United States. This year, the Common Market's six countries plus Britain will produce over 112 million tons of steel, compared with 78 million tons for Russia and perhaps less than 100 tons for the U. S."

"The scope of an expanded Common Market would extend far beyond the seven nations directly involved. The Common Market 'six' already are associated with 16 countries and dependencies—states which are, or were, colonies of France, Belgium and Holland. Much of the British Commonwealth, a world trading area of more than 60 countries and territories with a population of over 750 million people, may become associated in some degree with the Common Market, too, as negotiations proceed with the U. K."

This means then, as I see it, that we must give inducement to our American business whether it be the chemical business or others to reinvest in modern machinery and modern plants. I am not going to debate the question of the relative merits of depreciation with that of an eight or 10 point investment credit. It might be pointed out that at present tax rates, extra depreciation in the first year of about 16% of the cost of an asset will have about the same tax reduction effect as an eight point investment credit.

Of the two tax changes the depreciation speedup reduces the prospective future deductions available to the business firm so that very roughly a billion dollars saved through taking depreciation deductions faster will only be worth to a business firm about a net half-billion dollars because this tax saving is purchased at the cost of about one billion dollars of additional taxes saved over a period of 10 or 20 years.

An investment credit on the other hand has no future consequences as it constitutes an outright reduction in tax liability that is related to increased investment and business activities. It may very well be that a combination of these two plans on an industry-by-industry basis will be the best solution to the problem.

I would hope that in view of the long hearings which we have already conducted on these subjects, the committee can act with

NOT A NEW ISSUE

November 29, 1961

360,000 Shares*

Barton Distilling Company

Common Stock

(Par Value \$1 Per Share)

Price \$18 per Share

*10,000 of these shares are being offered initially to employees and sales representatives of the Company at \$16.60 per share.

This announcement constitutes neither an offer to sell nor a solicitation of an offer to buy these securities. The offering is made only by the Prospectus, copies of which may be obtained in any State from such of the undersigned as may lawfully offer these securities in such State.

Smith, Barney & Co.

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Goldman, Sachs & Co.

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Merrill Lynch, Pierce, Fenner & Smith

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A.G. Becker & Co. Drexel & Co. W.E. Hutton & Co. Reynolds & Co., Inc.

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FOTOCROME INC.

IS PLEASED TO ANNOUNCE THAT ITS COMMON STOCK
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FOTOCROME INC.

1874 Washington Avenue

New York 57, New York

some expedition when Congress reconvenes in January.

Other Tax Matters

Now there are several other matters which are of interest and some of considerable controversy. The one which concerns people who come to conventions and so forth is the change in expense accounts. I frankly believe that the abuses brought about by lavish expenditures in these areas can be corrected without affecting legitimate expenditures. As a matter of fact the committee print sought to do just this.

The question about withholding on dividends and interest is one which meets with mixed reactions. But the figures presented to us indicate that something like one half-billion dollars in taxes is being evaded and avoided through the failure to pay taxes on dividends and interest, and from the point of view of tax compliance and tax fairness, it would seem that most of us could agree that such evasion should be ended.

Other recommendations, such as the proposed changes in the foreign tax credit, were tabled by the committee last year. I personally was much dissatisfied with these recommendations as I think they fail to take into consideration the vast contributions made to our economy and to the Free World as the result of employment of American capital and American know-how in the developed and underdeveloped areas of the world. The committee sought in its print to get at abuses which have arisen as a result of the so-called tax haven without actually affecting the established tax rates and tax procedures on income earned abroad either by individuals or corporations.

There are, of course, other problems which we have sought to bring some equalization to, namely, that of the cooperatives and certain mutual institutions. By and large, the so-called committee print when it is concluded will in effect constitute major tax legislation.

The Committee on Ways and Means has a very busy schedule indeed. As you know we must deal with the whole problem of the foreign economic position of the United States. The Trade Agreements Act now in effect expires in June 1962, and it expires at a time when the emerging Common Market, as I previously noted, presents new dimensions in world trade. The committee must draft legislation in this complex area for consideration of the Congress. This can only come after many weeks of hearings, both in public and executive session.

So if we are to get tax legislation along the lines recommended, we must act with expedition when Congress comes back in January.

In conclusion I think that the prospects for a balanced budget in fiscal 1963 are very good, and this should mean a new tax program which I hope will lead to rate reductions in 1964.

*An address by Mr. Boggs before the Manufacturing Chemists' Association's Eleventh Semi-Annual Meeting and Mid-Year Conference, N. Y. City, Nov. 21, 1961.

CORRECTION

In the Nov. 2 issue of the *Financial Chronicle* it was reported that Bailey and Rhodes, 210 West Seventh Street, Los Angeles, Calif. was engaging in a securities business. We are informed that this is in error, as the firm does not deal in securities in the ordinary sense, acting as professional investment counsel on a continuing basis.

The Investor Looks At The Chemical Industry

By Roger Maynard,* Vice-President, Morgan Guaranty Trust Co. of New York

Appraisal of chemical industry's performance from an investment point of view notes that its above-average profitability still continues though it has been losing some ground in sales and profits compared to all industry. Chemical stocks' ability to keep up with this year's industrial average is attributed to expectations of a cyclical recovery and its popularity in mutual fund portfolios.

Despite rising costs and lower prices, the chemical industry continues to show above-average profitability. Thus data compiled by *Fortune* for the 500 largest industrial concerns show that in 1960 the entire industrial group had a profit margin of 4.4% whereas the chemical companies in this group had an average of 6.3%. Likewise, the entire group of companies showed a return on invested capital of 9.1% whereas the chemical companies had a return of 11%.



Roger Maynard

However, it must be noted that the chemical companies have been losing some ground in comparison with industry as a whole in both the area of profits on sales and return on invested capital. It is perhaps because of this that the chemical companies have not acted as well in the stock market as industrial equities generally. In the five years ended December, 1960, the industrial stock index of Standard & Poor's showed a gain of 40% whereas Standard & Poor's chemical stock index (which incidentally includes du Pont as a heavily weighted item) appreciated only 16%. It may be encouraging to note that since the end of the year chemical stocks generally have performed in the market about as well as the general average of industrial shares perhaps because of expectation of a cyclical recovery.

Premium Priced

In relation to their earnings, the chemical stocks have for many years sold at a premium compared with the general run of industrial shares. Back in 1957, for instance, chemical stocks were selling roughly at 20 times earnings. Industrial stocks generally were quoted at about 12-13 times earnings. Today the chemicals sell at 26-27 times earnings and the general average of industrial shares at 21-22 times earnings. It may be seen from these figures that although the premium paid for chemical stocks is still a real one, it is less important than it was in 1957.

Just how important the chemical industry is in the minds of investors or at least large investors may be gleaned from studying the holdings of the large mutual funds. At the end of 1960, chemical stocks aggregated 6.3% of the total common stock holdings of 20 large mutual funds. In addition, these funds had 3.6% of their common stock portfolio in the drug industry making a total of these two categories of about 10%. The chemical and drug investment of these funds was exceeded by only three other industry groups: public utility stocks—13.5%, finance—12%, and oil—11.3%.

Mutual Fund Holdings

During the past three years, these large mutual funds have

increased their holdings of chemicals and drugs in proportion to their holdings by a modest amount, i.e., from 8.7% to 9.9%. They have rather sharply reduced the importance of their oil investments, have modestly increased their emphasis on finance stocks and have added to their public utility portfolios.

If all these figures add up to anything, I believe it is that the chemical industry has done a good job during the past three years, but it has not been particularly

favorable by investors nor has its market performance been outstanding.

*From a talk by Mr. Maynard before the Manufacturing Chemists' Association's Eleventh Semi-Annual Meeting and Mid-Year Conference, N. Y. City, Nov. 21, 1961.

Commodity Exch. To Resume Silver Futures Trading

President Kennedy's decision to ask the Congress to repeal the Silver Purchase Act and, concurrent with it, the repeal of the 50% silver transaction tax is an important development in favor of the restoration of free markets. J. Raymond Stuart, President of Commodity Exchange, Inc., said on Nov. 29.

He added that the Commodity Exchange is ready to resume trading in silver futures on its floor as soon as the silver transaction tax has been repealed, so that silver users and producers

alike will have needed hedging facilities.

A silver futures market operated successfully on the trading floor Commodity Exchange, Inc., from 1931 to 1934. Trading, however, had to be suspended on Aug. 6, 1934, when silver was nationalized and a 50% transaction tax was imposed pursuant to the requirements of the Silver Purchase Act of 1934.

Ratner V.-P. of T. M. Kirsch Co.

T. M. Kirsch Co., Inc., 54 Wall St., New York City, has announced that Richard M. Ratner has become associated with the firm as Vice-President of the syndication department.

Shearson, Hammill Office
SAN DIEGO, Calif.—Shearson, Hammill & Co. has opened a branch office at 604 A Street, under the direction of S. E. Wayman.

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

November 30, 1961

275,000 Shares*

Malone & Hyde, Inc.

Common Stock

(\$1 Par Value)

*A maximum of 27,500 of the shares being offered will be reserved for offering by Equitable Securities Corporation to employees, officers and directors of Malone & Hyde, Inc. at a price of \$13.70 per share. Any such shares not purchased by such persons will be offered to the public at a price of \$15 per share.

Price \$15 Per Share

Copies of the Prospectus may be obtained in any State only from such of the several Underwriters or other dealers or brokers as may lawfully offer these securities in such State.

EQUITABLE SECURITIES CORPORATION

GLORE, FORGAN & CO.	MERRILL LYNCH, PIERCE, FENNER & SMITH	WHITE, WELD & CO.
	Incorporated	Incorporated
BACHE & CO.	A. G. BECKER & CO.	R. S. DICKSON & COMPANY
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DREXEL & CO.	HAYDEN, STONE & CO.	W. C. LANGLEY & CO.
LEE HIGGINSON CORPORATION		MCDONNELL & CO.
		Incorporated
SHEARSON, HAMMILL & CO.		G. H. WALKER & CO.
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J. C. BRADFORD & CO.	COURTS & CO.	HIRSCH & CO.
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CLARK, LANDSTREET & KIRKPATRICK, INC.		ELDER & COMPANY
JACK M. BASS & COMPANY		HERMAN BENSCHORF & COMPANY
LEFTWICH, ROSS & CRISLER	MID-SOUTH SECURITIES CO.	RADER, WILDER & CO.
JAMES N. REDDOCH & COMPANY		M. A. SAUNDERS & CO., INC.
STERNBERGER & COMPANY	WILEY BROS.	BERRY, DOUGLAS & FITZHUGH, INC.
	Incorporated	
MEMPHIS SECURITIES COMPANY		WHITMAN SECURITIES CO.
WILDER, HANSBROUGH, FINCH & CO.		

A Prescription for Making America Sound and Strong

By John E. Swearingen,* President, Standard Oil Co. (Indiana)

Businessmen are entreated to be critical of and to take constructive action on governmental programs adversely affecting business. Business growth, Mr. Swearingen points out, is crucial to our economic strength upon which the government's own manifold programs depend. In offering his criticism of harmful business activities, Mr. Swearingen calls for clarification of government antitrust policies, "scrupulous" realignment of government spending with nation's ability to pay, reforming regulatory agencies along the line of the Hoover Commission task forces recommendations, rectifying the balance between labor and management, halting business' harassment and unfair competition, and staffing high government positions with free enterprise advocates.

For several decades our government has established as national goals certain programs which have a direct and vital impact upon the American business community. Many of these programs, such as national defense, are dictated by the realities of our times; others, such as medical care, are debatable. They all have one common denominator in that they require huge sums of money. The decision to establish these programs is by nature political, determined as a result of our elective processes. This is not the forum to discuss the political wisdom of such decisions, nor do I desire to assume the role of a political pundit either pro or con.

As businessmen, however, we have a domain of special competence. In the areas of production, manufacturing, wages, marketing, prices, taxes and research, we have an obligation to comment on government programs which will assist our economy in expanding or which, conversely, will cause it to contract.

Throughout this nation there are millions of people, who for the first time in their lives are becoming seriously concerned about the economy of the United States.



John E. Swearingen

Soviet Union spokesmen have maintained for years that capitalism will collapse economically and that international communism will be victorious without firing a shot.

The economic solvency and the military strength of the United States are, therefore, the bedrock, the very foundation upon which rests the freedom of mankind. Other nations of the free world who face economic difficulties can turn to us for assistance. We can only look to ourselves.

Source of Federal Revenue

Obviously the government, in and of itself, has no assets. What it accumulates it must first extract from the people in the form of taxes. From where does the money come? The source of revenues collected by the Federal Government in fiscal 1960 tells the story. They were as follows:

Individual income taxes	46.4%
Corporation income taxes	22.9%
Excise taxes	12.2%
Employment taxes	11.5%
Other receipts	7.0%

Since a large portion of the individual income taxes, corporate income taxes, and employment taxes are derived from employees and shareholders of American business, it is abundantly clear that the entire economy of our country rests upon the ability of American business to carry the burden which has been placed upon it.

Under the circumstances, it is axiomatic that government action promoting business stability and growth benefits the nation as well

as business. Government action, on the other hand, that hampers business growth undermines our economic strength and tends to choke off at the source the tax revenues on which the government's own manifold programs depend. Exploring the implications for business of government policies, therefore, is just plain "good business" for the government and its citizens as well as for industry. Let us briefly examine certain government programs in the light of this concern.

I. Foreign Policy

From July 1, 1945, to June 30, 1960, the United States has made available to foreign nations a sum of nearly \$86 billion in various types of foreign assistance, grants and loans. We shall make available an estimated \$5 billion in fiscal 1961 for a total of nearly \$91 billion. After all types of repayment and returns of grants have been considered, by June 30, 1962, our net foreign assistance program will represent the astronomical sum of \$86.5 billion.

Such a staggering sum of money is virtually impossible to comprehend. It is a tremendous tribute to our economic system that we have been able to endure such an economic strain without bankruptcy and collapse. No other nation on the face of the earth (even if it were so inclined) would have been capable of such largess. We have made this effort only by accumulating a national debt which is approaching \$300 billion—a figure, incidentally, which is larger than all the combined national debts of all the nations of the world since the beginning of recorded history. Many of these foreign assistance programs were established to restore the war-ravaged economies of some of our friends and allies and to alleviate human suffering. To a large extent, the original purposes of many of our foreign assistance programs have been accomplished three- and four-fold. But there is a limit to the extent that assets of the United States can be transferred abroad. From a business point of view, therefore, objectives of our foreign aid programs should be scrupulously reviewed so that they can be brought within the realm of our ability to pay.

There is every indication as the years go by, that the American economy will be forced to compete with the state-controlled

economy of the Soviet Union in many areas of the world. American business can only participate in such a competition if it is allowed to grow and expand. The vital area of our foreign policy concerning trade agreements and tariffs must be re-examined and placed on a truly reciprocal basis if American industry is to compete, not only with our opponents, but also with our friends.

A comparison of unit production between the United States and western Europe from 1950 to 1960 should illustrate the point. In steel, automobiles and total exports, the growth of western European economy was from 100% to 400% higher than our own. While our steel production was increasing from 88 million tons annually to 90 million tons, Western Europe's production of steel increased from 51.9 million to 107 million tons. While our production of 7.8 million cars in 1960 was actually lower than the 8 million that rolled off our assembly lines in 1950, Western Europe manufactured 6 million cars last year, compared with 1.6 million 10 years earlier. While the value of our exports grew from \$10.2 billion to \$17.6 billion over the decade, Western Europe's over the same period grew from \$10 billion to \$21 billion. At the same time, Western Europe's gold reserve more than doubled, from \$6.5 billion to \$16.2 billion, while ours declined from \$22.8 billion to \$19.5 billion.

A businessman's conclusion must be that our economy must expand or the commitments we make in the future must be severely curtailed. To increase the commitments without expanding the economy is a sure blueprint for bankruptcy. But the way to expand our economy is by less Federal interference and control—not more.

II. Fiscal Policy

Both political parties have consistently promised to end deficit financing, to prevent inflation, and to balance the budget. Neither party has been able, or perhaps willing, to redeem its pledges. The future promises more deficit financing and more inflation.

Those of us who are charged with the responsibility of business management know that the government must provide an incentive for people to risk their capital, either in established businesses or in new ventures. Risked capital produces the vital mechanism where factories are built, jobs are created, and new and better products are made available to consumers. The positive course of action required at this time, therefore, is for the government to provide tax and other incentives for industry; to increase these incentives, not reduce

them. Among other things, more realistic tax depreciation programs are needed to encourage capital expansion.

Conversely, government proposals that would increase taxes at the risk of throttling industry ignore the obvious fact that too large an appetite may drive the cook from the kitchen. When taxes become too restrictive, business inevitably contracts, and tax revenues decline.

Every corporate dollar subject to Federal income tax now shrinks to 48 cents in after-tax profits. Under the circumstances, the proposal to eliminate the modest relief from double taxation permitted to the stockholder, by taking away the 4% dividend credit in the computation of his own tax return, qualifies as both inequitable and restrictive on investments.

Percentage depletion, as all of us know, is another tax feature subject to recurrent attacks. This allowance, which affects not only our particular raw material but over one hundred others, has served this nation well as a matter of development of natural resources. At an hour when we must develop our resources to the maximum, it is poor policy to allow this particular incentive to become a tax football.

The matter of fiscal policy and tax incentive can be discussed in a very technical fashion, or it can be rather simply stated as a matter of philosophy. Basically, the positive program, the green light which American business needs from government on fiscal matters is the encouragement manifested in numerous ways which will urge the business community of America to expand and grow soundly. Growth requires risk capital, which businessmen are reluctant to invest when government vagaries rather than economics determine whether gains are possible.

For at least a decade our political leaders have been warning the American people that sacrifices must be made to preserve and perpetuate our society. Defense appropriations have constantly increased to strengthen our military capabilities. At the present time these defense appropriations constitute \$47.5 billion out of a budget of \$87.7 billion.

As a businessman it is clear to me that someone in the government is confused as to the exact nature of the sacrifices needed. Sacrifice means to do without. In my personal life and in the management function which I perform for my corporation, when vital emergency expenses are necessary, we curtail other activities.

Continued on page 27

This is not an offer of these securities for sale. The offer is made only by the Prospectus.

Not a New Issue

November 28, 1961



171,038 Shares
Binney & Smith Inc.
Common Stock
(Par Value \$2.50 per Share)

Price \$19 Per Share

Copies of the Prospectus may be obtained from the undersigned only in those states and by those persons to whom the undersigned may legally distribute the Prospectus.

LEE HIGGINSON CORPORATION

HORNBLOWER & WEEKS

PAINE, WEBBER, JACKSON & CURTIS

W. E. HUTTON & CO. F. S. MOSELEY & CO. SHEARSON, HAMMILL & CO.

KIDDER, PEABODY & CO.
Incorporated

HAYDEN, STONE & CO.

This advertisement is not an offer to sell or the solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

November 28, 1961

160,000 Shares
Red Rope Stationery Industries, Inc.

Common Stock
(Par Value \$1.10 Per Share)

Price \$3.50 Per Share

Copies of the Prospectus may be obtained from the undersigned only in states in which the undersigned are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

George, O'Neill & Co.
Incorporated

Marache & Co.

Westheimer and Company

Hughbanks Incorporated

Hannaford & Talbot

Sprayregen, Haft & Co.

Treibick, Seiden & Forsyth

Strathmore Securities Inc.

Britain Will Not Devalue Or Adopt Floating Pound

By Paul Einzig

Neither a floating exchange rate nor a straight devaluation of the British sterling should be expected according to Dr. Einzig who is convinced his Government genuinely is opposed to both such moves. This appraisal takes into consideration (1) the possibility that the import surplus may mount in 1962 if the national wage policy fails and (2) the bad memory left by the late Sir Stafford Cripps' multitudinous devaluation denials in the late forties. Moreover, it finds the arguments for a floating pound and devaluation untenable. Dr. Einzig, however, is quite willing to see such rumors exist for the beneficial effect of discouraging influx of unwanted "hot money." In fact, he adds, such a scare last October would have been preferable to the Bank rate reductions. Fearful that unearned increases in income will not be tackled, as the better solution, Dr. Einzig unhappily foresees the short run answer to the international deficit in borrowing abroad or selling out capital assets.

LONDON, England—Of more than casual concern is the partial failure of the government's policy of wage pause, as revealed by the granting of an early increase to the employees of the electricity industry, and revived rumours about the possibility of a devaluation of sterling or of adopting a system of "floating" exchanges on the pattern of the Canadian dollar. The argument runs on the following lines:

The wage increase to one major nationalized industry has opened the floodgates for further increases, as it has encouraged all unions to press their claims, and it has weakened the determination of employers to resist them. Judging by the size of many of the claims, if they are met only half way British industry would outprice itself from foreign markets. The result could be a further deterioration of the balance of payments. Amidst the prevailing defeatism about the ineffectiveness of high bank rates and credit squeeze, it is assumed that the authorities would then prefer to resort to the alternative solution, which is to take the line of least resistance and devalue or depreciate sterling to a level at which British exports would become competitive.

Sees No Grounds for Such Thinking

There is no reason whatsoever to suppose that the British Government is thinking on the above lines. For one thing, it does not admit that the wage pause policy

has failed. It claims that some wage demands have been delayed, and the rate of increase has thus been slower than it would have been in the absence of that policy. It is further argued that since wages have been rising in other industrial countries, sterling is not overvalued. In the official view if only wage increases can be kept down through a partial success of the wage pause policy, the improvement in the balance of payments position would continue next year. It is pointed out that the volume of bank credit has declined and that the number of unemployed once more exceeds that of unfilled vacancies.

Even the optimists do not expect, however, the balance of payments to attain equilibrium in 1962, having regard to external military expenditure and to commitments in respect of assistance and investment abroad. Provided that the import surplus can be kept down, however, it is hoped in official quarters that the net deficit would be of manageable proportions.

Says Government Is Opposed to Devaluation

Quite possibly even this guarded optimism may prove to be unwarranted and the import surplus may increase as a result of a more or less complete failure of the wage pause policy. Even on that assumption it would be a mistake to take it for granted that the government would have no alternative but to choose between devaluation and the adoption of a

floating pound which in such circumstances would necessarily float downward.

The government is definitely understood to be firmly opposed to devaluation. I am satisfied that this attitude is genuine, not because of the repeated public statements by government spokesmen to that effect—the memory of repeated denials by Sir Stafford Cripps on the eve of the 1949 devaluation is still well remembered—but because I know that in the view of official circles the disadvantages of a devaluation would heavily outweigh any benefits that might be derived from it. The arguments are too familiar to require restatement. Let it be sufficient to point out that in existing circumstances a sterling devaluation would be almost certain to be followed closely by corresponding devaluations of the currencies of most, if not all, major industrial countries in which case British exports would become, if anything, less competitive than now, since wages would respond in Britain more quickly to the lower value of the currency than in other countries.

Nor is the government likely to listen to the advice of those who persistently urge it to adopt the system of floating exchanges. That change, in order to be more than just another name for exchange depreciation, must be made out of strength not out of weakness. If sterling had been converted into a floating currency in, say 1958-59, when the price level was stable and the balance of payments position was satisfactory, it might have fluctuated either way. In existing conditions, however, the removal of the official support point of \$2.78 would frighten foreign holders of sterling balances and this, together with the operation of leads and lags and a certain amount of speculative activity, would cause a fairly sharp initial depreciation. It is safe to assume therefore, that

in existing circumstances the government, which is understood to be well aware of the advantages of exchange stability, will not be tempted to adopt the floating pound.

Suggests a Possible Course of Action

In a way it might be beneficial if the government, by means of ambiguous public statements, were to encourage the feeling that a devaluation or depreciation should not be ruled out altogether. By such means it would be able to discourage the influx of unwanted hot money without lowering the bank rate at the wrong time. The creation of a minor devaluation scare in October would have been a preferable alternative to the premature bank rate reductions as a means for checking the influx of funds. The worst of it is, however, that it is easier to start an avalanche than to check it once it is on its way. The experience of the American monetary authorities in 1937, when they tried to regulate the business cycle by engineering a gold scare, is conclusive in this respect.

Ruling out devaluation and the adoption of floating exchanges there remains the possibility of bringing about price reductions by means of tariff reductions. Even if they are reciprocal their immediate result would be, however, an increase in the import surplus rather than its reduction, at any rate as far as the immediate future is concerned. Unless the government should decide to try again the orthodox monetary remedies and to apply them this time to a degree to which they really hurt, the only short-run answer to the problem is to cover the deficit by means of borrowing abroad or selling out capital assets. It is very much to be feared that, when it comes to decision, the government will prefer to take this line, which is

the line of least resistance, by sacrificing the future for the sake of avoiding to have to cut down the unearned increase in the standard of living.

Nieman to Join Golkin, Bombback

Barney Nieman will become associated with Golkin, Bombback & Co., 67 Broad St., New York City, members of the New York Stock Exchange, it has been reported. Mr. Nieman has been associated with Carl Marks & Co., Inc. for more than 25 years. An active trader, he is a former President of the Security Traders Association of New York.



Barney Nieman

John Nuveen Co. Names V.-Ps.

CHICAGO, Ill.—John Nuveen & Co., 135 South La Salle Street, has announced the election to the office of vice president of the following members of the organization: Robert R. Bruner, Chicago; Wallace K. Fisk, St. Paul; Guy Garland, Boston; George A. McKeon, Chicago and Frank P. Wendt, New York.

With Camp & Co.

(Special to THE FINANCIAL CHRONICLE)

PORTLAND, Ore. — Harry G. Tuttle, Jr. is now with Camp & Co., U. S. National Bank Building. He was formerly with E. I. Hagen & Co., Inc.

This announcement is neither an offer to sell nor a solicitation to buy any of these securities. The offering is made only by the Prospectus.

November 30, 1961

\$1,230,000

Korfund, Incorporated

\$600,000 6½% Convertible Subordinated Debentures Due 1971
(Convertible into Common Stock, \$10 Par Value, Initially at \$4.00 per Share)

and

180,000 Shares of Common Stock
(\$.10 Par Value)

Offered in 6,000 Units, each Unit consisting of
\$100 Principal Amount of Debentures and 30 Shares of Common Stock

Of the 180,000 shares of Common Stock, 40,000 shares are being offered for the Company and 140,000 shares are being offered for the controlling stockholder of the Company.

Offering Price: \$205. Per Unit

Copies of the Prospectus may be obtained in any State only from such of the undersigned as may lawfully offer these securities in such State.

Street & Co., Inc.

William, David & Motti, Inc.

Morris Cohon & Co.

First Broad Street Corp.

Edwards & Hanly

Flomenhaft, Seidler & Co.

Incorporated

All of the following shares having been sold this advertisement appears as a matter of record only.

New Issue

November 22, 1961

100,000 Shares

Monmouth Capital Corporation

(A Federal Licensee under Small Business Investment Act of 1958)

Capital Stock

Par Value \$1 Per Share

Price \$10 Per Share

Meade & Co.

Monetary Policy Toward Nonbank Institutions

By Clark Warburton,* Chief, Banking and Business Section, Division of Research and Statistics, Federal Deposit Insurance Corporation, Washington, D. C.

FDIC economist would limit monetary control to currency or bank deposits and exclude liquid assets rather than—as some suggest—extend to nonbank lending institutions the reserve requirements applied to commercial banks. In fact, Mr. Warburton would make monetary policy clearer and more effective by separating nonbanking financial institutions from "money-creating" commercial banks. In short, he would have the latter set up affiliates for the collection and investment of savings and time deposits with complete segregation of assets, liabilities and capital funds. Further, such savings under this proposed system would be freed from reserve requirements and interest rate limitations. Mr. Warburton, in addition, reviews and answers various arguments raised to remove the prohibition of interest on demand deposits.

In a recent article the writer summarized suggestions for the improvement of monetary policy resulting from historical studies of the relation of banking to business fluctuations.¹ In this article comments are made on a few related problems that have come into prominence in recent years.

During the past few years much attention has been given to the expansion of loan institutions other than commercial banks and the accompanying comparatively high rate of growth of liquid assets other than commercial bank deposits. This, it is argued, removes, or at least greatly weakens, any direct influence of changes in the stock of money on the rate of expenditures by holders of money and thus makes spending impervious to monetary policy. This view appears to be carried to its extreme in the recent Radcliffe report in Great Britain, where it is argued, in effect, that the stock of money does not matter—what matters is the amount of liquid assets. People and enterprises, it is implied, pay very little attention to the cash they hold when they make spending decisions. Such decisions, it is claimed, are much more directly related to wealth or to



Clark Warburton

holdings of liquid assets, or to expected or actual income, with dependence on lines of credit or transformation of liquid assets into cash if money holdings become low. This line of argument is also applied to commercial banks, with the conclusion that control over the balances of commercial banks at the central bank is of negligible, if any, importance.²

This argument, however logical it may seem when presented in this way, is subject to two serious objections. First, the relatively rapid growth of nonbank financial institutions, and consequently of their obligations that constitute liquid assets of individuals and enterprises, and the ease with which purchases can be made on credit, do not obviate nor reduce the use of money in the form of currency or bank deposits. In fact, in many cases the extension of credit involves a payment in currency or check and thus increases the use of money, because the repayments in such cases, and payments in the case of book credit, all require as much use of money as cash transactions. Contraction of the stock of money, which means that some people and enterprises have smaller amounts of cash with which to pay their obligations, causes just as much trouble in meeting scheduled installment payments and other outstanding bills as in making cash purchases. Further, when there is a policy of monetary restraint,

² For summaries of the Radcliffe Report noting this point of view, see Nicholas Kaldor, "The Radcliffe Report," *The Review of Economics and Statistics*, XLII (Feb. 1960), pp. 14-19; and John C. Gurley, "The Radcliffe Report and Evidence," *American Economic Review*, L (Sept. 1960), pp. 672-700.

nonbank financial institutions have difficulty along with other enterprises in obtaining bank loans to carry or to expand their operations.

Second, though there is doubtless some validity to the argument that the presence of liquid assets and ready access to credit, particularly installment credit, makes it feasible for people to maintain lower average cash balances, this is less relevant to cyclical fluctuations than to trends in the rate of use of money over a longer period of time. Increased liquid assets and credit availability may have been an important element in the cessation since World War II of the declining trend in monetary velocity, which had been of very long duration, and of its replacement by an upward trend. If this is the case, it is relevant to the appropriate rate of growth that needs to be maintained in the stock of money. But its importance is by no means sure.

There are other plausible explanations of the upward trend in monetary velocity during the past 15 years. First, a part of the rising velocity represented a return to a rate that would have been normal even with continuation of the downward trend. During the war period there had been an extraordinarily low rate of use of money for final product expenditures, primarily as a consequence of rationing, Government control over the use of resources so that many types of goods and services became unavailable and inducements to use as large a portion of income as possible for investment in Government bonds. Second, of more importance with respect to continuation of the upward movement in velocity for so long a period as 15 years is the greatly increased feeling of security and lesser need of individuals to hold a stock of cash for use in the event of unemployment, illness, old-age, or other contingencies. The great expansion of social insurance in its manifold forms must have had a substantial influence, and the greater stability of business and lesser magnitude of business fluctuations, in comparison with prewar conditions, must also have had some influence, in this direction. Third, the great development in professional management of large business corporations, with economists and financial experts heading or advising their financial departments, has led to greater recognition of the cost of holding cash balances and more energetic attempts to keep such balances at a reasonable minimum.³ This development is essentially similar to

the reduction that has taken place in manufacturers' and traders' inventories relative to sales.⁴

Federal Government Control Over Nonbank Lending Institutions

Also irrelevant to good monetary policy, it seems to me, is the contention sometimes heard that because of the relatively rapid growth of liquid assets, the nonbank lending institutions which provide those assets should be subjected to reserve requirements along with commercial banks. The fact is, of course, that such institutions are users of bank-created money in their transactions, along with other individuals and enterprises, and are not creators of money. The obligations of such institutions, with a few exceptions of negligible quantitative importance, must be converted into currency or commercial bank deposits before becoming usable as a means of payment; and the loans and repayments of such institutions are in the form of currency or checks on bank accounts.

Reserve requirements for commercial banks, in the form of required balances at the Federal Reserve banks or vault cash, have become the technique by which the quantity of money is decisively influenced. So far as I can see, there is no reason for thus controlling the rate of growth of other types of financial institutions. On what grounds should the Government impose a ceiling on the amount of savings that people place in, and thereby make available for investment by, such institutions as savings and loan associations?

In addition, there appears to be much misunderstanding about the major reasons for the growth of nonbank loan and savings institutions at a higher rate than commercial banks. The extent to which people hold the obligations of such institutions instead of holding currency or bank deposits has, I feel sure, been exaggerated. A much larger portion of the growth of liquid asset holdings, other than money, has been, I believe, a relative substitution of indirect investments for direct investments or other forms of holding wealth.⁵ To determine what the facts are we need an investigation covering a substantial length of time of the proportions of the aggregate net wealth of individuals held in the three forms: money, other liquid assets, and direct ownership of

³ See George Garvy, *Deposit Velocity and Its Significance* (Federal Reserve Bank of New York, 1959), pp. 61-72.

⁴ For relevant data, see Moses Abramovitz, *Inventories and Business Cycles* (National Bureau of Economic Research, 1950), p. 563, and *Business Statistics*, 1959 Edition (U. S. Department of Commerce), p. 15.

property and investment in business enterprises including corporate stocks.

The foregoing, of course, is not an argument for less or more governmental control than now exists over nonbank lending and savings institutions. The appropriate degree of government control over the terms and amounts of loans made in the economy and over the operations of nonbank financial institutions is a question that may need scrutiny, but it is a question on which I have not formulated specific suggestions. However, three reasonable aims of such influence may be noted: that of assuring ample provision for credit in all segments of the economy where loans are needed; that of establishing conditions such that particular individuals or other borrowers are unlikely to exceed reasonable limits in the credit obligations that they undertake; and that of minimizing unduly risky or unsound practices of financial institutions.⁶

Greater Separation of Monetary Institutions From Other Loan Institutions

Part of the confusion in thinking regarding financial institutions other than banks results from two institutional situations. One of these is that many commercial banks have always performed a dual role in the economy: that of providing circulating medium, which is their major function, and that of collecting and investing savings and sharing the investment returns by paying interest on the deposit balances. Conceptually, the most precise line of demarcation between these two types of activities is that between accounts subject to check or to transfer to another person by some other mechanism, and those which are payable solely to the depositor. A more practicable line of demarcation is that between demand deposits on one hand and time and savings deposits on the other. Historically, the conditions attached to various types of deposit accounts, and the categories used in bank reports of their liabilities, have been of

Continued on page 28

⁵ Estimates of the value of various types of assets held by households at selected dates from 1900 to 1949, and data pertaining to the relative growth of commercial banks and other financial intermediaries, given by Raymond Goldsmith in *A Study of Saving in the United States* (Princeton University Press, 1955) and *Financial Intermediaries in the American Economy Since 1900* (Princeton University Press, 1958), support this opinion.

⁶ For more discussion of the relation of control over loans to monetary control, see my article "Coordination of Monetary, Bank Supervisory, and Loan Agencies of the Federal Government," *Journal of Finance*, V (June 1959), pp. 167-68.

This announcement is neither an offer to sell nor a solicitation to buy any of these securities. The offering is to be made only by the Prospectus.

NEW ISSUE

65,000 Shares
WALD RESEARCH, INC.
Common Stock
(par value \$.10 per share)
Price \$5.00 Per Share

Copies of the Prospectus may be obtained from the undersigned.

Martinelli & Co., Inc.
New York, N. Y.

E. R. Davenport & Co.
Providence, Rhode Island

November 24, 1961

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is to be made only by the Offering Circular.

NEW ISSUE

62,500 Shares
THE VALTRONIC CORP.
COMMON STOCK
(par value \$.10 per share)
Offering Price: \$4.00 per share

Copies of the Offering Circular may be obtained from the undersigned and from such other dealers as may legally offer these securities in this state.

FRED F. SESSLER & Co., Inc.

505 Park Avenue

New York 22, N. Y.

Advertising's Value in Maintaining Retail Sales

By Roger W. Babson

Mr. Babson is concerned about the non-encouraging rise in retail sales, and a slowing down in certain phases of advertising despite an upward advertising expenditure trend. He would like to see advertising budgeted contracyclically and claims use this way would greatly stabilize business and economic conditions.

Throughout the course of the business recovery thus far, I have heard complaints from many areas that retail trade has not lived up to expectations. This is not to say that the dollar volume of retail sales has fallen off, as my studies show a slight upward trend in the seasonally adjusted sales curve. However, considering the rapid rise in incomes, merchants are disappointed that retail trade has not registered a larger increase.

Importance of Advertising

My studies indicate that periods of prosperity are generally powered by increases in business expenditures for new plant and equipment. In like manner, this is true also of advertising. Well-thought out and forceful advertising campaigns can channel consumer interest to specific products, as well as increase the desire and impatience to buy generally.

Advertising can accomplish most of the selling job before the consumer even goes to the store. Agencies hammer away at creating the desire for the products or services they advertise, utilizing the appeal of basic need, social prestige, physical attraction, etc. Here, then, is the basic power of general business.

Trends in Advertising

Advertising represents a communication of ideas—from the seller to the buyer. Therefore, it is natural that advertising has followed the evolution of mass communication—from newspapers, to radio, to television. Even the increased dependence of our population upon automobiles has had an effect upon advertising. Ads printed on cards and posted inside streetcars and buses were once an important form of promotion. Today, considerably fewer people use public transportation; hence, with fewer readers inside the streetcars and buses, the ads are now placed or painted on the outside of the vehicles, where they are on open display to pedestrians and riders in private cars. Moreover, outdoor billboards are receiving increased emphasis to attract

tract the attention of automobile drivers and riders.

Changes in consumer shopping habits also should create certain changes in advertising. The development of chain stores, supermarkets, and shopping centers radically affects consumer spending and shopping patterns. The trend toward self-service in retailing makes it highly important to have consumers pre-sold at home, since the smaller sales forces in such stores cannot sell effectively.

New Emphasis Needed

In total, business advertising expenditures continue to trend upward. My studies reveal, however, that for more than a year there has been a slowing down in certain phases of advertising. Except for television, most media in recent months have recorded declines from a year ago.

In prosperous periods, rising sales and profits permit businessmen to allocate larger sums to their advertising budgets. When business drops off, they tend to reduce advertising outlays as a part of their economy programs. This is a great mistake. There should be more advertising when business is depressed and when competition is keenest. This is necessary to stimulate buying interest and demand at a time when business most needs a helping hand. On the other hand, during periods of brisk business and buying impatience, there could be a slacking off in advertising pressure in order to build up funds for the next lag in buying interest. In this way, advertising can be a great stabilizer of business and economic conditions, and it can go far toward helping to eliminate periods of reckless booms and racking depressions.

Opportunities in Advertising

Let me say one more thing. I believe advertising offers good opportunities to young people. Rapidly growing suburban and "community" newspapers may be good employment sources for young folk interested in advertising, and having patience and

genuine interest. These publications require advertising which ties in with local interests to the benefit of the community's businesses and its consumers.

Bank of America Rights Offering To Stockholders

Bank of America N. T. & S. A., San Francisco, is offering holders of its common stock the right to subscribe at \$59 per share for 1,600,000 additional common shares on the basis of one new share for each 16 shares held of record Nov. 21, with rights to expire Dec. 15. A nationwide group of investment firms headed by Dillon, Read & Co., Inc., and Blyth & Co., Inc., New York City, is underwriting the offering.

The bank also has declared a 5% stock dividend payable Dec. 8 to holders of record Nov. 3, with payments in cash being made in lieu of fractional shares.

Upon payment of the stock dividend and completion of the sale of the 1,600,000 shares, the total number of shares authorized and outstanding will be increased to 28,480,000 and the bank's capital will be raised from \$160,000,000 to \$178,000,000.

Smith to Become Quincey Partner

Chas. E. Quincey & Co., 25 Broad St., New York City, members of the New York Stock Exchange and American Stock Exchange, and dealers in securities of the United States Government and its instrumentalities, have announced that Everett Smith, who is retiring today (Nov. 30) as Fiscal Agent of the Federal Home Loan Banks, is to be admitted as a general partner in the firm on Dec. 1, 1961 subject to approval by the New York Stock Exchange.



Everett Smith

Mr. Smith is retiring from the Home Loan Banks after serving 25 years as Fiscal Agent. Prior to joining the Banks, he was associated with Discount Corp. of New York, New York City, dealers in

Bankers Acceptances and United States Government securities.

Chas. E. Quincey & Co., founded in 1887, is one of the oldest established dealers in securities of the United States Government and its instrumentalities. Additionally, the firm conducts a general brokerage business in industrial, public utility, railroad and foreign government obligations.

AF-GL Agency Adds to Staff

The appointment of William E. Boeddener to the business development staff of Albert Frank-Guenther Law, Inc., 131 Cedar St., New York City, national advertising and public relations agency, has been announced.

Mr. Boeddener previously was associated for seven years with U. S. News & World Report, a weekly news magazine, where he served as senior sales and sales development executive. From 1950 to 1954 he was advertising sales representative for Harper's Magazine and The Atlantic. Before that he served as assistant to the advertising manager of Time magazine, international editions, as merchandising representative for Life magazine, and as assistant to the president of Eddy-Rucker-Nichols Co., an advertising agency.

Now Reisman Securities

LOS ANGELES, Calif.—The firm name of Reisman, Mannely, Gordon Securities Corp., 453 So. Spring Street, has been changed to Reisman Securities Corp.

Wm. Sederbaum Joins Meade & Co.

William Sederbaum has been named executive Vice-President of Meade & Co., 27 William St., New York City.



William Sederbaum

Mr. Sederbaum will direct the firm's newly formed corporate finance department. He was previously President of Park & Tilford Co., a division of Schenley Industries. During his 20-year tenure with Schenley, Mr. Sederbaum was also President of its Melrose Distillers division and Vice-President of Schenley Distillers Co.

Rodetsky, Walker New York Office

Rodetsky, Walker & Co., Inc., members of the New York Stock Exchange, have opened a branch office at 115 Broadway, New York City under the management of Andrew L. Wormser, vice president. Hershel Krasnow is associated with the new office as syndicate director; Joseph Zax as mutual department manager; and Max Schwimmer as office manager.

New Issue

Nov. 29, 1961

This advertisement is not an offer to sell or a solicitation of an offer to buy these securities. The offering is made only by the offering circular.

100,000 Common Shares

Adrian Steel Company

(Par Value \$1.00)

Price \$2.50 Per Share

Copies of the offering circular may be obtained from the Underwriter shown below or from brokers who are qualified to act as dealers in securities.

MORRISON & FRUMIN, INC.
MEMBERS DETROIT STOCK EXCHANGE

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

New Issue

November 29, 1961

125,000 Shares

JULYN SPORTSWEAR, INC.

CLASS A

(Par Value 10¢ per Share)

Price \$5 per Share

Copies of the Prospectus may be obtained from the undersigned in any State in which the undersigned may legally offer these shares in compliance with the securities law of such State.

MORTIMER B. BURNSIDE & Co., INC.

40 Wall St., New York, N. Y.

BO 9-7930

This announcement is not an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Offering Circular.

NEW ISSUE

November 28, 1961

100,000 Shares

MICRO PRECISION CORP.

Common Stock

(Par Value 20¢ Per Share)

PRICE: \$3.00 Per Share

Copies of the Offering Circular may be obtained from such of the undersigned as may lawfully offer these securities in such state.

Manufacturers Securities Corporation

(Not connected or affiliated with Manufacturers Trust Co.)
New York 17, N. Y.

Bioren & Co. Philadelphia 2, Pa.	Draper, Sears & Co. Boston 2, Mass.	Boenning & Co. Philadelphia 2, Pa.
Chace, Whiteside & Winslow, Inc. Boston 2, Mass.	Schirmer, Atherton & Co. Boston 2, Mass.	

DIVIDEND NOTICES

THE COLORADO FUEL AND IRON CORPORATION

Dividend Notice

The Board of Directors of The Colorado Fuel and Iron Corporation today, (Wednesday, November 22, 1961) declared the regular quarterly dividend of sixty-two and one-half cents (62½ cents) per share on the series A \$50 par value preferred stock, and sixty-eight and three-fourths cents (68¾ cents) per share on the series B \$50 par value preferred stock.

These dividends are payable December 30, 1961 to holders of record at the close of business on December 8, 1961.

The Board of Directors took no action with respect to the common stock for this quarter.

D. C. McGREW,
Secretary

Kahne Investors Formed

SYRACUSE, N. Y. — Kahne Investors, Inc. is conducting a securities business from offices in the State Tower Building.

DIVIDEND NOTICES

Allegheny Ludlum Steel Corporation

Pittsburgh, Pa.

At a meeting of the Board of Directors of Allegheny Ludlum Steel Corporation held today, November 17, 1961, a dividend of fifty cents (50c) per share was declared on the Common Stock of the Corporation, payable December 18, 1961, to shareholders of record at the close of business on December 1, 1961.



S. A. McCASKEY, JR.
Secretary

Korfund, Inc.
Units Offered

Street & Co., Inc., New York City, and associates are offering publicly \$600,000 6½% Convertible subordinated debentures due 1971 and 180,000 common shares of Korfund, Inc. The securities are being offered in 6,000 units at \$205 each. The units consist of one \$100 principal amount debenture and 30 common shares. Of the

DIVIDEND NOTICES

COMMERCIAL SOLVENTS
Corporation

DIVIDEND NOTICE

The Board of Directors has today declared the following dividends on the common stock of this Corporation:

Quarterly cash dividend of twenty cents per share

Stock dividend of one percent

Both dividends are payable on December 29, 1961 to stockholders of record at the close of business on December 6, 1961.

A. R. BERGEN,
November 27, 1961 Secretary

DIVIDEND NOTICES

NATIONAL STEEL
Corporation128th Consecutive
Dividend

The Board of Directors at a meeting on November 21, 1961, declared a quarterly dividend of seventy-five cents per share on the capital stock, which will be payable December 14, 1961, to stockholders of record November 30, 1961.

PAUL E. SHROADS
Senior Vice President

Vol-Air, Inc.
Stock Offered

Glass & Ross, Inc., and Sanson, Graber & Co., Inc., both of New York City are offering publicly 72,000 common shares of Vol-Air, Inc., at \$2.50 per share. Proceeds will be used by the company for the purchase of additional equipment and inventory filing of patents, advertising and sales promotion.

The company of 347 Madison Ave., New York manufactures a patented heat and mass transfer system.

American Variety
Stores, Inc.
Common Offered

Public offering of 100,000 common shares of American Variety Stores, Inc., at \$4.50 per share is being made by Netherlands Securities Co., Inc., New York City and Miami Funds Service of Florida, Inc., Miami. Net proceeds will be used by the company for the repayment of loans, purchase of equipment and working capital.

The company of Fort Meyers, Fla., is engaged in the operation of retail discount variety stores.

Thomas Diehl Joins
G. H. Musekamp

(Special to THE FINANCIAL CHRONICLE)
CINCINNATI, Ohio — Thomas C. Diehl has become associated with G. H. Musekamp & Co., Carew Tower, members of the Cincinnati Stock Exchange. Mr. Diehl was formerly in the corporate syndicate and stock trading departments of Raffensperger, Hughes & Co., Inc. of Indianapolis.

EARNINGS STATEMENTS

MIDWESTERN GAS
TRANSMISSION COMPANY

P. O. Box 2511
Houston, Texas

An earnings statement prepared in accordance with Section 11 (a) of the Securities Act of 1933 is now available and will be supplied upon request to security holders of the Company.

R. E. McGEE, Treasurer.

Notice to Security Holders of

UNITED GAS
CORPORATION

Earnings Statements for Twelve
Month Period Ended
October 31, 1961

United Gas Corporation has made generally available to its security holders earnings statements of United Gas Corporation and of United Gas Corporation and Subsidiaries consolidated for the period from November 1, 1960 to October 31, 1961, such period being the 12-month period beginning on the first day of the month next succeeding the effective date (October 31, 1960) of the Registration Statement filed with the Securities and Exchange Commission relating to the sale of \$30,000,000 principal amount of First Mortgage and Collateral Trust Bonds, 5½% Series due 1980 and \$30,000,000 principal amount of 5½% Sinking Fund Debentures due 1980, of United Gas Corporation. Copies of such earnings statements will be mailed upon request to any of the Corporation's security holders and other interested parties.

J. H. MIRACLE,
Vice President and Treasurer

1525 Fairfield Avenue
Shreveport, Louisiana
November 30, 1961

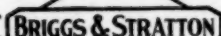


DIVIDEND NO. 214

November 22, 1961

The Board of Directors of THE ANACOSTA COMPANY has today declared a dividend of One Dollar (\$1.00) per share on its capital stock of the par value of \$50 per share, payable December 27, 1961, to stockholders of record at the close of business on December 1, 1961.

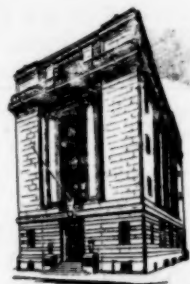
R. E. SCHNEIDER
Secretary and Treasurer
25 Broadway, New York 4, N. Y.

BRIGGS & STRATTON
CORPORATION

DIVIDEND

The Board of Directors has declared a regular quarterly dividend of fifty cents (50c) per share and a year-end dividend of thirty cents (30c) per share on the capital stock (\$3 par value) of the Corporation, payable December 15, 1961, to stockholders of record December 1, 1961.

L. G. REGNER, Secretary-Treasurer
Milwaukee, Wis.
November 21, 1961

AMERICAN
BANK NOTE
COMPANY

PREFERRED DIVIDEND No. 223
COMMON DIVIDEND No. 213

A quarterly dividend of 75¢ per share (1½%) on the Preferred Stock for the quarter ending December 31, 1961 and a dividend of 30¢ per share on the Common Stock have been declared. Both dividends are payable January 1, 1962 to holders of record December 5, 1961. The stock transfer books will remain open.

LOUIS T. HINDENLANG
Secretary and Treasurer
November 22, 1961

402nd Dividend

Pullman
Incorporated95th Consecutive Year of
Quarterly Cash Dividends

A quarterly dividend of fifty cents (50¢) per share will be paid on December 14, 1961, to stockholders of record December 1, 1961.

WILBUR E. WOLFE
Vice President & Secretary

Division and Subsidiaries:

Pullman-Standard division
The M. W. Kellogg Company
Trailmobile Inc.
Trailmobile Finance Company
Swindell-Dressler Corporation
Transport Leasing Company

SUNDSTRAND

SUNDSTRAND
CORPORATION

DIVIDEND NOTICE

The board of Directors declared a quarterly dividend of 12½¢ per share on the common stock, payable December 21, 1961, to shareholders of record December 6, 1961.

G. J. LANDSTROM
Vice President-Secretary

Rockford, Illinois
November 21, 1961

UNITED GAS
CORPORATION

SHREVEPORT, LOUISIANA

Dividend Notice

The Board of Directors has this date declared a dividend of thirty-seven and one-half cents (37½¢) per share on the Common Stock of the Corporation, payable January 2, 1962, to stockholders of record at the close of business on December 8, 1961.

B. M. BYRD
November 28, 1961. Secretary

UNITED GAS
SERVING THE

Gulf South

TENNESSEE
CORPORATION

November 21, 1961

CASH DIVIDEND

A regular quarterly dividend of thirty-five (35c) cents per share was declared payable December 19, 1961, to stockholders of record at the close of business December 4, 1961.

STOCK DIVIDEND

In addition, a 2% stock dividend was declared payable December 30, 1961, to stockholders of record at the close of business December 4, 1961.

The above cash dividend will not be paid on the shares issued pursuant to the stock dividend.

JOHN G. GREENBURGH,
61 Broadway
New York 6, N. Y. Treasurer

QUALITY

The
American Tobacco
Company

229TH PREFERRED DIVIDEND

A quarterly dividend of 1½% (\$1.50 a share) has been declared upon the Preferred Stock of THE AMERICAN TOBACCO COMPANY, payable in cash on January 2, 1962, to stockholders of record at the close of business December 8, 1961. Checks will be mailed.

HARRY L. HILYARD
Vice President and Treasurer

November 28, 1961



© A. T. Co.

THE MARKET . . . AND YOU

BY WALLACE STREETE

The year-end cleaning up made a jumble of the stock markets this week, little in the way of any clear-cut trend emerging and giving a handful of issues wide moves either way, along with sizable blocks in unlikely items dotting the list.

The finance companies that had been doing so well on expectations that were, at the very least, high ones, came in for profit-taking while most major groups were mixed more times than not as institutional and public investors picked their way through the various items of promise while establishing gains or losses in others in any given section.

Turnover continued high and the year's volume was virtually assured of hitting an historic high. Not since 1929 had any year produced turnover of a billion shares and, in that year, it was a fabulous event since for the bulk of the year total listings were under the billion mark.

Before the 1929 peak was set, the best ever recorded was 1928's total turnover of 930 million shares. This week that level was exceeded by a good margin to pave the way for a new turnover record, this time at a period when listings were in excess of seven billion shares. Consequently, the ratio of turnover to total shares listed was far under the previous highs.

Volatile Market

Despite the record number of shares listed, markets generally were thin which, on any pinpoint action, produced wide changes, both up and down. Swings running to five points or more were common on any given session, particularly in issues selling over the par, or 100, line. Financial Federation, with less than a month of listed trading behind it, had carved out a range of more than a score of points. Korvette in the discount store lineup had extended its 1961 range from a low of less than 32 to a high above 128 for one of the definitely free-wheeling performances.

Another newish listing, Xerox in the office equipment section, has already wandered over a range of more than half a hundred points in less than half a year of listed trading.

Electronics, which in recent months were the well-deflated group, were able to make something of a stand and a few at times showed renewed popularity. The new shares of Zenith, after the recent stock split, were prominent on the new highs lists and

those of Litton, even without the benefit either of cash payments or a stock split, were also repeaters on the new highs lists.

There was momentary chagrin shown by Ford after the anti-trust authorities started a suit over its acquisition of certain properties of Electric Autolite, but the stock was able to shake off the effects rather rapidly and at least hold buoyant.

The accent, consequently, was pretty much on quality items where values were solid and eventual dividend improvement and/or stock split developments could be anticipated. Steels were an exception and, while they showed no signs of being unduly depressed, they nevertheless showed no great buying demand to carry them to any historic levels. In general they were well above their lows of the year.

Highly Regarded "Oil"

Despite good earnings, many predictions of new popularity and occasional stirring, the oil shares—apart from a few specialties such as Amerada and some merger candidates—have failed to live up to the high expectations held for them in the early days of this year.

A specialty in the oil section, Universal Oil Products, is something of an exception since it has more than doubled in price from this year's low. This is not a prime oil extraction and merchandising operation. It is one of the world's foremost research and development companies involved in petrochemicals and oil processes.

Despite the fact that the price of the shares has doubled this year, the company because of its sharp growth prospects is still highly regarded in oil circles. Although the shares have been available publicly only for a limited time, the company's experience in petroleum chemistry dates back half a century. In fact, roughly half of its earnings come from royalties from the processes it has developed over the years.

What has added glamour to Universal Oil in recent months is its work in the field of anti-smog devices to be added to automobiles to reduce air pollution. If, as expected, Universal's anti-smog device wins approval from California, which is the first state to require such devices on all automobiles, the expectation is that other states will follow in rapid order and add a significant new outlook to the company.

Recently Universal Oil has

been active in acquiring new companies, two of them brought into the fold last year. They are Trubek Laboratories, a custom chemical firm, and Catalytic Combustion, which is prominent in systems to eliminate industrial air pollution. These operations as well as its own chemical activities are being expanded and the prospect is that profits from them, already sizable, could grow sharply.

Looking to 1962

The outlook for the auto industry generally is still cloudy and few, if any, prognostications indicated anything startling in their future. But the industry leaders, apart from Chrysler, have shown convincing evidence of their ability to turn a profit in what could be called a normal year and their belated turn to the compact car field did much to offset the inroads that had been made by imports and the compacts of the independents.

General Motors, which saw fit to bolster its \$2 dividend rate by a 50-cent extra, raised its yield to a well-above-average 4½% and did much to restore to investment favor this leader in its field. The 1961 profit estimate is moderate, covering the dividend commitment by half a dollar or so, but the outlook for next year is that earnings could climb as much as a dollar a share over this year's results. As a result, the shares of GM have been toying with their 1961 high in recent markets.

Ford is GM's leading competitor but investment advice, noting that the shares have come a long way to anticipate the company's superior earnings report expected this year, isn't overly favorable. Ford will face stiffer competition in the compact field with the 1962 models than it had from GM with the 1961 line. Ford's main appeal at the moment is for a possible stock split and an expected increase in the dividend.

More Growth Anticipated

The blue chip that posted its all-time peak and then subsided as profit-taking moved in was American Telephone. Once the classic, but unchanged dividend, maintained for a third of a century was finally increased and the shares split for the first time in history, A. T. & T. in many a tabulation was moved from the income column to a growth status. And where growth is indicated, the market in recent years has

been willing to pay a premium that both indicates the shortage of investment quality growth issues and also makes conservative some of the old notions of price-earnings ratios and dividend yield. In short, few of the growth-minded market commentators are anywhere near willing to concede that the high for A. T. & T. has been reached in recent markets.

[The views expressed in this article do not necessarily at any time coincide with those of the "Chronicle." They are presented as those of the author only.]

Overseas Nikko Realigns Foreign Department

Intensified efforts to expand U. S. and other foreign investment in Japan have resulted in the following changes in the Foreign Department of the Nikko Securities Company, Ltd.

Terumasa Hasebe, former director and Manager of Nikko's Research and Foreign Departments has been promoted to Managing Director. Nobuo Hayashi, now completing a seven weeks' U. S. tour, has been named Manager of the First Foreign Department. Masao Takabatake has been appointed Manager of the Second Foreign Department. Each department covers different overseas areas.

Shizuo Hayase will leave the presidency of Nikko Kasai, Nikko's San Francisco affiliate, to become Managing Director, with Kenji Hatanaka becoming President. Naomichi Toyama, Managing Director will remain in New York where Yutaka Ishizuka has been appointed Manager of the New York Branch, 25 Broad St.

Walker Branch Mgr.

SUFFERN, N. Y.—Joseph Walker & Sons, members of the New York Stock Exchange, have announced the appointment of Robert G. Shaw II as manager of the office at 71 Lafayette Avenue.

Mr. Shaw was formerly associated with Paine, Webber, Jackson & Curtis, The Fiduciary Trust Co. of New York, and The Hanover Bank.

Heads New Div. Of Nat'l Inv. Clubs

DETROIT, Mich. — Dr. Bruce E. DeSpelder has been appointed director of the newly organized Economic Education Institute of the National Association of Investment Clubs. The appointment was announced by Thomas E. O'Hara, Chairman of NAIC's Board of Trustees.



Dr. B. E. DeSpelder

"A distinguished staff of economists and teachers will assist Mr. DeSpelder in the development of the Economic Education Institute's program," Mr. O'Hara said.

An Associate Professor of Management in the School of Business Administration at Wayne State University, and also Chairman of the Management Department, Dr. DeSpelder has been a member of the Wayne State faculty since 1946.

The Economic Education Institute is receiving active interest and financial support from industrialists and business leaders throughout the country.

Members of the National Sponsoring Committee include Dr. Carl A. Gerstacker, Chairman of The Dow Chemical Company; R. J. Williams, President of American Metal Products Company; H. Glenn Bixby, President of Ex-Cell-O Corp. and Guy S. Peppiatt, President of Federal-Mogul-Bower Bearing, Inc. More than 80 corporations are contributing to the Institute's support.

An investment-club member for more than seven years, Dr. DeSpelder has been impressed by the opportunities for teaching sound economic and investment plans through investment-club techniques.

With Sprayregen, Haft

Sprayregen, Haft & Co., 26 Broadway, New York City, members of the New York Stock Exchange, have announced that Barnett Freedman is now associated with their firm as a registered representative.

This advertisement is neither an offer to sell nor a solicitation of offers to buy these securities. The offering is made only by the Offering Circular.

NEW ISSUE

November 28, 1961

50,000 Shares

Kaiser Electronics, Inc.

Common Stock

(\$1.00 Par Value)

Price: \$4.50 Per Share

Copies of the Offering Circular may be obtained in any State in which this announcement is circulated only from the undersigned and other dealers as may lawfully offer these securities in such State

Schirmer, Atherton & Co.

50 Congress Street, Boston, Massachusetts

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

NEW ISSUE

November 29, 1961

125,000 Shares

MARCH DYNAMICS, INC.

COMMON STOCK

(\$1.10 par value)

Price \$2.50 per share

Copies of the Prospectus may be obtained from such of the undersigned only in such States where the securities may be legally offered.

Paul Eisenberg Co., Inc.

Magnus & Co.

Jed L. Hamburg Co.

Incorporated

PUBLIC UTILITY SECURITIES BY OWEN ELY

Brooklyn Union Gas Company

Brooklyn Union Gas distributes natural gas to a population of about four million in Brooklyn, part of Queens County and in Staten Island. Gas revenues, which approximate \$100 million a year, are about 72% residential including heating, 15% commercial, and 13% industrial (7% firm and 6% interruptible). Natural gas cost the company about 44 cents per Mcf in 1960 and the average selling price was \$1.49.

Gas is obtained from three large pipeline companies—Transcontinental, Texas Eastern and Tennessee Gas. The average firm daily delivery was 196,000 Mcf last winter, with an additional 136,000 Mcf obtained from storage in Pennsylvania during the peak period. High Btu oil gas plants are maintained for standby and further peak shaving purposes.

The company has enjoyed a good growth record, with revenues increasing from \$42 million in 1950 to \$100 million in 1961. Part of the growth has been due to acquisition of smaller neighboring gas companies (Brooklyn Borough Gas, Kings County Lighting and Richmond Gas (Staten Island) while househeating gains have also been a good contributor. Last year the company added over 18,000 new househeating installations and in prior years between 15,000 and 16,000. The larger increase last year was due to a new city law which requires conversion of coldwater flats to central heating and water heating. Heating installations, for other than cold water flats, have been 10,065 for the first nine months of this year compared to 10,431 last year. Total installations in 1961 are estimated at over 15,000.

Gas heating installations in the area have exceeded new oil installations since 1956, and gas now has a one-third saturation in one and two-family homes. There is 12% saturation in the three to five-family market, while in buildings of six or more families saturation is only 6%. Thus there is room for considerable growth for many years to come. Also when the Narrows Bridge is completed in 1965 Staten Island is expected to show substantial growth, both in residential and industrial development. The

World's Fair in 1964-65 is expected to draw 70 million visitors; in addition to the gas industry's demonstration usage gas will supply most of the cooking, water heating and space heating and will air condition more than three-quarters of the buildings. While the company does not look for big gains in residential air conditioning, commercial usage is growing and 1965 installations are several times as great as last year's.

Annual growth of peak day demand is about 40,000 Mcf. The anticipated peak day of the 1961-62 season is 465,000 Mcf, while capability is about 478,000 Mcf. The company plans to expand its Greenpoint plant next year from 67,000 Mcf to at least 102,000. The cost will be about \$1,400,000 but will result in annual savings in natural gas purchases of \$1,000,000. In future the company expects to depend more on storage service to meet high winter peak demands and it is considering the possibility of storing liquefied natural gas in the service area.

Construction expenditures this year will amount to \$21 million and in future years are expected to average about the same amount. A major expenditure this year was for an \$11 million office building to be completed early next year; 60% of the company's employees in the downtown area are now in rented space, but when the new building is completed, all will be in one building.

The company sold \$20 million bonds in June and is now in comfortable cash position. By the year-end bank loans might amount to \$5 or \$6 million and the company has recently signed a bank loan agreement for \$20 million. No public financing is anticipated until 1963. The present capital ratios are 53% debt, 8% preferred stock and 39% common equity. The company's goal is said to be 50% debt, 10% preferred and 40% common. An issue of convertibles may be considered in future, it has been indicated.

Earnings for the first nine months of this year were \$1.04 and an estimate for the calendar year 1961 is \$1.64 on present shares (allowing for the 10%

stock dividend of Oct. 9), which would compare with \$1.59 in 1960 on the same basis. In July 1960 the company put into effect a rate reduction of over \$1 million; rates have been reduced several times in recent years to promote gas househeating. However, the company enjoys a "purchased gas adjustment" clause in its rate schedules, which automatically compensates revenues for the higher cost of gas from pipeline suppliers.

During the late 1940s dividends were interrupted by the company's failure to obtain urgently needed rate increases from the Public Service Commission, but payments were resumed in 1949 and have been uninterrupted since. During the past eight years an increase in the dividend rate has been made each year. This year the \$1.20 cash rate has been retained following the stock dividend, resulting in a 10% increase in the amount of the cash payment.

No estimate of earnings for 1962 is available. The wage increase (which followed a five weeks' strike last April) increases operating expenses about three-quarters of a million dollars this year and nearly \$2.5 million next year; however, this increased burden will be substantially offset by the gradual disappearance in 1961-62 of the annual amortization charge resulting from conversion to natural gas. This has amounted to nearly \$3 million per annum, less a 1960 tax saving of \$728,000.

Brooklyn Union Gas has been selling around 39 to yield 3.1%; based on estimated 1961 earnings of \$1.64 the price-earnings ratio is 23.8.

American Global Branch

American Global Investing Corp. has opened a branch office at 1546 Broadway, New York City, under the management of Wilbur C. Manning, Jr.

Balanced Inv. Branch

ROCHESTER, N. Y.—Balanced Investors Service, Inc. has opened a branch office in the Sibley Tower Building under the direction of Michael Capurso.

Craig, Jeffers Formed

Craig, Jeffers & Co., Inc. has been formed with offices at 61 Broadway, New York City, to engage in a securities business. Officers are Leonard N. Tarr, President and Treasurer, and Rochelle Tarr Vice-President and Secretary.

Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

Because some of the conditions prevailing now in 1961 have a resemblance to those of 1960, and the business pattern continues to show progress, which most economic experts believe will carry on into the coming year and even longer, there appears to be growing opinions that money rates will have to advance since higher money rates and better business have to go together just like bread and butter. The people who have these opinions could be partially right because a very modest increase in short-term rates would not be unexpected by most money market followers.

On the other hand, interest rates are not expected to change very much unless there is a very drastic change for the worse in our international monetary position, or our unfavorable balance of trade worsens sharply and the inflation psychology is revived again with the attendant boom and bust psychology. Some capital market experts believe that, with only "Advance Refunding" to contend with, the long-term area of the Government market is therefore not lacking in attraction.

Strong Belief in Higher Short-Term Rates

It seems as though followers of the money market as a whole appear to be looking for higher short-term rates in the foreseeable future. This kind of thinking has become so strong among some of the large money center institutions that not a few of these followers of the short-term sector of the Government market would not be surprised if there were a rise in the prime bank rate during the early part of next year. This talk about an upping of the rate which the large banks charge its best customers for loans does not, however, have the support of those who are expecting the economy to develop along what is generally known as the more normal lines of endeavor.

It appears as though there is much more than a small following in loaning circles who hold the opinion that the demand for borrowings is going to increase in a rather sizable way in the very near future. This, in spite of the fact that quite a few banks, according to reports, have not only not been able to put out all the funds they would like to in prime loans but have been putting money into selected intermediate-term Government obligations. This has been more or less confined to the country banks who have nearly all of the excess reserves. However, they would prefer to make loans instead of putting the money into investments. Incidentally, a fairly sizable part of these monies has been put to work in tax free issues based entirely on selected maturity schedules.

It is evident that the favorite investment, however, among these banks who have the excess reserves is the short-term Treasury bill, although there have been more than a few instances in which the 12-month bill has come in for a considerable amount of such investment money. Equipment trust obligations with short maturities are also being used in some cases.

The developing business pattern, along with the need of funds for defense, underlies the belief among most money market experts that the short-term is on its way up. This anticipation is so strong incidentally, that if short-term rates do not go up at least a little

bit in the near future, there could be casualties among the near-term money market forecasters.

How About Other Rates?

Because the opinions are so strong that short-term rates will advance as time goes along, does this mean that the intermediate and long-term rates will also be on the rise? It is evident that the Treasury is going to obtain the bulk of its new money in the short-term sector of the Government market and leave the middle-term area for only an occasional refunding or new money obtaining venture. The intermediate-term part of the Government market could also be used for junior or short-term refunding purposes. In any event, it does not appear as though this section of the Government market is going to be too greatly affected by what the Treasury does in its new money raising, although a junior advance refunding should not be unexpected.

Accordingly, it does not seem as though rates in the intermediate area of the Government market are going to be changed a great deal from where they have been of late.

Long Treasury Bonds Not Neglected

The long-term end of the Government list continues to attract investors in spite of the strong opinions that short-term rates will work higher. However, it is very evident now that long-term Government rates are not going to change too much from present levels unless there is much more than a modest rise in short-term rates. Institutions still appear to have a growing interest in those Treasury bonds which give them better than a 4% return.

Malone & Hyde Stock Offered

The first public offering of Malone & Hyde, Inc., common stock is being made by Equitable Securities Corp., Nashville, Tenn., and associates.

The group is offering 275,000 shares of the Memphis, Tenn., food wholesale firm at \$15.

Some 27,500 of the shares are reserved for sale to Malone & Hyde officers, directors and employees at \$13.70.

Of the total offering, 100,000 shares are being sold by the company, 112,000 by Joseph R. Hyde, Chairman and co-founder; 53,054 by Joseph R. Hyde, Jr., President; 3,700 by Memphis University School, and 6,246 by the J. R. Hyde Foundation, Inc.

Proceeds to the company will be added to general funds.

Malone & Hyde, founded in 1907, sells meat, produce, frozen foods, tobacco, housewares and other items to grocers and supermarkets. In the last fiscal year, some 97% of sales were to retailers affiliated with Malone & Hyde under the "M & H Co-Operative Stores Plan." There were 648 such retail affiliates Aug. 15, 1961, in eight states.

G. L. Bowles Opens

KANSAS CITY, Mo.—George L. Bowles is conducting a securities business from offices at 508 Knickerbocker Place, under the firm name of George L. Bowles and Company. He was formerly with Waddell & Reed, Inc.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Offering Circular.

NEW ISSUE

November 22, 1961

100,000 Shares

Abby Vending Mfg. Corp.

Common Stock

(Par Value 10¢ per share)

Price \$3.00 Per Share

Copies of the Offering Circular may be obtained from the undersigned only in states in which it is qualified to act as a dealer in securities and in which the Offering Circular may be legally distributed.

L. H. WRIGHT CO., INC.

135 Broadway, New York 6

Worth 4-6636

BANK AND INSURANCE STOCKS: This Week — Insurance Stocks

FIRE & CASUALTY INSURANCE UNDERWRITING RESULTS

Third quarter underwriting results for most fire and casualty insurance companies were somewhat better than in the comparable period of 1960. The improvement in the profit margin was achieved despite the losses incurred in Hurricane Carla and the continuing heavy property losses from both fire and windstorm causes. Indications are that the industry was approximately equally divided between those companies that conducted underwriting operations at a profit during the September quarter and those that did not, while underwriting losses were in the majority in the third period of 1960 because of the effects of Hurricane Donna.

Despite the improvement in third quarter results, the underwriting records of most fire and casualty insurers for the nine-month period are not as favorable as a year ago. This is due principally to the heavy fire, windstorm and hail losses experienced during the first half in addition to the impact of Hurricane Carla on September results. An improvement in underwriting profitability has generally been experienced in the casualty lines—automobile, fidelity and surety, general liability, and workmen's compensation—but the increased profits or reduction in losses in these lines has not been sizable enough to offset the deterioration in the property lines which were most heavily effected by the adverse weather conditions of the early months of the year.

Premium volume advanced 3%-5% overall in the nine-month period with higher gains indicated for specialty underwriters. The gain in premiums written was slightly less than in the comparable period of 1960 as the lingering effect of the 1960-1961 recession on certain lines, the rate reductions on Homeowners' policies and the increasing use of merit rating in the automobile field have restricted volume gains.

Most companies have been able to either reduce or hold steady the expense ratio—underwriting expenses in relation to premiums written—in 1961. Lower commission rates on automobile and Homeowners' lines, combined with strict home office cost controls and the benefits of the increasing use of electronic computers have permitted expense reductions. Management is growing increasingly aware of the major significance of the expense ratio as rates are set more and more on an individual company basis. Maintenance of a low expense ratio is vital in order to compete effectively in today's insurance market.

Selected Reported Underwriting Profit Margins

	—3rd Quarter—		—Nine Months—	
	1961	1960	1961	1960
Aetna Casualty	3.4%	0.2%	1.4%	2.9%
Aetna Insurance	1.1	6.4	0.6	—
Allstate Insurance	7.5	7.1	6.5	8.5
Boston Insurance	11.3	12.7	8.5	4.7
Continental Insurance	6.8	6.7	9.5	4.7
Fidelity & Deposit	15.8	15.0	15.3	13.7
Great American	2.1	6.0	5.7	0.1
Hartford Fire	1.1	2.0	0.6	0.9
Phoenix Insurance	6.5	10.4	5.3	4.0
St. Paul F. & M.	2.0	2.1	2.1	1.9
Travelers Indemnity	2.3	7.9	5.0	6.3
Western Casualty	6.5	1.9	3.0	3.5

Net investment income continued its steady increase in the third quarter. Gains in investment income for most companies were in the 5%-10% range. Despite the heavy underwriting losses experienced by many companies, in almost all cases investment income was substantial enough to offset underwriting losses to maintain an overall profitable operation.

The gains in book values were even more impressive than the increases in investment income. Benefiting from the record bull market in the stock market in 1961, the investment portfolios of insurance companies have shown appreciation in value ranging from 10% to 20%. This has resulted in important increases in surplus for many companies. Few have been realizing capital gains on common stock holdings and new investments continue to be concentrated in equities and municipal bonds.

At this late date in the year it is virtually certain that underwriting operations for the fire and casualty industry will be conducted at a loss in 1961. It would take an extremely profitable fourth quarter to put full year results on a satisfactory basis. This does not appear to be likely in view of the continuing heavy fire losses, particularly the recent California holocaust which resulted in insured property losses of \$24 million.

Despite the underwriting record, insurance stocks continue to advance to new all-time highs. After wavering slightly during the hurricane season, fire and casualty stocks have fully participated in the stock market rise of recent weeks. Few insurance executives feel that the price of their company's common stock is justified. However, investors apparently are more impressed with the gains in net investment income and book values, and the expecta-

tion of improved underwriting results in 1962, than with the present unsatisfactory underwriting situation.

Leading Fire and Casualty Insurance Stocks

	Recent Price	1961 Range	Est. Div.	Yield	Estim. 1961 N.I.L.	Price X Estim. N.I.L.	Est. Discount (Prem.)
Aetna Casualty	161	161-94	1.40	0.9	5.60	28.8	(68)
Aetna Insur.	160	160-89	3.00	1.8	8.60	18.6	5
American Ins.	32	35-26	1.30	4.1	2.30	13.9	25
Boston Insur.	43	44-31	1.80	4.1	3.10	13.8	25
Continental Ins.	73	75-54	2.20	3.0	3.75	19.4	20
Continental Cas.	110	116-87	1.50	1.4	2.55	43.2	(140)
Federal Ins.	78	78-57	1.00	1.3	2.10	37.2	(60)
Fireman's Fund	64	70-53	2.00	3.1	4.30	14.8	20
Glens Falls Ins.	51	51-37	1.00	1.9	3.50	14.5	25
Great American	66	66-48	2.00	3.0	4.35	15.2	30
Hartford Fire	90	90-57	1.10	1.2	2.75	32.6	(50)
Home Insurance	67	67-54	2.20	3.3	4.05	16.6	30
Ins. Co. of N. A.	110	111-76	1.80	1.6	3.10	35.5	(55)
Maryland Cas.	48	50-31	1.70	3.5	3.35	14.3	15
Phoenix Ins.	133	133-81	3.00	2.2	7.40	18.0	30
St. Paul F. & M.	93	93-61	1.44	1.5	2.80	33.1	(58)
U. S. F. & G.	80	79-42	1.20	1.5	2.90	27.5	(45)

Barton Distilling Common Offered

Offering of 360,000 shares of outstanding common stock of Barton Distilling Co., (Chicago, Ill.) is being made by an underwriting group headed by Smith, Barney & Co., Inc., New York City, and Fulton, Reid & Co., Inc., Cleveland. The stock is priced at \$18 per share.

The shares, acquired by the underwriters from certain stockholders, comprise 20% of the common stock outstanding. The offering is the first public sale of the company's shares.

The principal business of the company is the distilling, aging, bottling and marketing of Kentucky Bourbon and blended whiskey. The company also bottles and markets Scotch whisky and other distilled spirits. The company's principal brands are Kentucky Gentleman, Tom Moore, Colonel Lee and Old Barton straight and bonded bourbon whiskeys, Barton Reserve blended whiskey and House of Stuart Scotch whisky. Production, warehousing and bottling facilities are located at Bardstown, Ky.

Consolidated net sales and warehouse income during the year ended June 30, 1961 totaled \$68,472,389. Net income was \$1,828,134, equal after preferred dividends to \$1.01 a share on the common stock.

With Kirkpatrick Pettis

OMAHA, Neb. — Thomas C. Kinsler, Jr. has been added to the staff of Kirkpatrick Pettis Company, Omaha National Bank Bldg.

Binney & Smith Common Offered

Lee Higginson Corp., New York City and associates are offering publicly 171,038 common shares of Binney & Smith, Inc., on behalf of a group of selling stockholders at \$19 per share.

The company makes wax crayons in 64 colors, most under the "Crayola" trademark that it has used since 1903. It also makes water colors, chalk, modeling clay, finger paints and paste.

Binney & Smith believes that it is the major manufacturer of wax crayons. It has executive offices in New York and plants in Easton, Pa., Winfield, Kans., and Macon, Ga.

Net sales in the nine months ended Sept. 30, 1961, were \$10,895,254 compared with \$10,719,561 the year before. Net income in the 1961 period was \$1,044,650 equal to \$1.19 a common share on an average of 909,950 shares outstanding, compared with \$1,094,538, or \$1.18 on the average amount of shares outstanding. A quarterly dividend of 12½ cents per share has been declared to stockholders of record Dec. 15, 1961, payable Dec. 29, 1961.

Progress Syndicators

Progress Syndicators Corp. is engaging in a securities business from offices at 335 Broadway, New York City.

J. G. Schmitt Opens

FT. TILDEN, N. Y. — Joseph G. Schmitt is engaging in a securities business from offices at 12 Hudson Walk.

Fin. Adv. Assn. Names Officers

Charles O. Graf, financial advertising manager of the New York Daily News, has been elected President of the New York Financial Advertisers, effective Jan. 1. It has been announced. Mr. Graf succeeds George W. Heyne, Assistant Vice-President, of the South Brooklyn Savings Bank, who will serve as a director of the financial advertising and public relations group for a one-year term.

Other newly elected officers of the group are: First Vice-President, Frank W. Hall, a Vice-President of Albert Frank-Guenther Law, Inc.; Second Vice-President, Andrew J. McDermott, Jr., Advertising Manager of The First Boston Corporation; Treasurer, Robert J. Stiehl, Assistant to the Comptroller, American Bankers Association, and Secretary, Paula DeMenna, of Brown & Bigelow Corp.

In addition to Mr. Heyne, the following were elected directors for a one-year term: Alfred G. Genung, Advertising Manager of Ninth Federal Savings & Loan Association; Edgar R. Shumway, Vice-President and Advertising Manager, First National Bank of Passaic County, Paterson, N. J.; and Eleanor C. Waters, Vice-President, Public Relations, Seamen's Bank for Savings.

Elected directors for two-year terms were: Thomas Blake, Jr., Advertising Manager, Dime Savings Bank, Brooklyn; Joseph J. Devine, Advertising Manager, Bankers Trust Company; Thomas F. Maguire, Advertising Director and Vice-President, Financial World. Three-year directors are Randall E. May, New York Representative, Chicago Sun-Times; Howard Schneider, Vice-President, Edwin Bird Wilson, Inc.; and Philip E. Neary, Assistant Treasurer, Marine Midland Trust Co. of New York.

Kenneth C. Browne, Financing Advertising Manager of the New York Times, served as chairman of the group's nominating committee. All nominees were unanimously elected.

Form Mammoth Funding

BROOKLYN, N. Y. — Mammoth Funding Corp. has been formed with offices at 966 Rogers Avenue to engage in a securities business.

Windsor Secs. Opens

Windsor Securities, Inc. is conducting a securities business from offices at 60 East 56th Street, New York City.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office:

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Third Quarter Statistics

10 N. Y. CITY BANK STOCKS

Bulletin on Request

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Members American Stock Exchange

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Specialists in Bank Stocks

This announcement is neither an offer to sell nor a solicitation to buy any of these securities. The offering is to be only by the Prospectus.

NEW ISSUE

November 29, 1961

85,000 Shares

THOROUGHbred ENTERPRISES, INC.

(A Florida Corporation)

COMMON STOCK

(Par Value 10¢ per share)

Offering Price \$4 Per Share

Copies of the Prospectus may be obtained from the undersigned in any State in which the undersigned may legally offer these shares in compliance with the securities laws of such State.

Underwriter

SANDKUHL & COMPANY, INC.

39 Broadway
New York 6, N. Y.
HA 5-6167

1180 Raymond Boulevard
Newark 2, N. J.
Mitchell 2-0420

SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

Use Care in Opening New Accounts

There are always a few people who attempt to use the services of a broker for their own benefit in a fraudulent manner. In recent years, the Exchanges have developed rules that, if followed, will go far to prevent the deed before it is accomplished. As the speculative tempo has increased during the past year, there has been a new rash of activity by these individuals who are now operating in many parts of the country. New York has reported that some of the largest member firms have had serious losses that could have been avoided if proper precautions had been taken. Within recent weeks several firms in Georgia have suffered losses involving over \$300,000.

These fraudulent operators use various techniques to obtain capital and credit, or they finally pass a bad check. They all operate on one theory—that sooner or later they will find a broker, who is either too trusting, negligent, or too hungry for business to make the proper investigation before they open an account. When they discover such a broker (or salesman, who has his employer's consent, either through compliance or negligence) they build up his confidence and then, when he is ripe for the "kill", they let him have it. Most of these gamblers are not in a position to take large losses so they end up by passing their losses along to their victims.

An Honest Client Understands

Many salesmen are actually afraid they will offend a potential customer if they ask him to give them tangible evidence of his credit before they open his account. Of course, if you know a client and you have a personal knowledge of long standing of his moral and financial standing, a routine investigation is all that is necessary. And yet you should obtain bank references, personal references and also make a check of his accounts with other brokers if you open a new account with anyone. No man who has any character or business judgment will resent your request for the information that is required when you open a trading or an investment account. If he went into any department store in the city and wanted to buy some shoes or a few neckties on credit, he would have to give the credit department

references and proper information. Why then should anyone resent a request for such information when he is asking you to provide him with credit to buy thousands of dollars worth of fluctuating securities? Any man that does resent this is underserving of your confidence as a broker, or a registered representative.

Liked It

I know a man who told me that over a year ago he walked into a member firm where he lived and said to the registered representative "Buy me five hundred shares of U. S. Steel; My name is J. J. Carger and I live two blocks away over on Fern Ave." This man happens to be very wealthy, and he is a retired and respected businessman in his community. He also has an unusual sense of humor as well as many years of business experience. He said he wanted to find out what would happen if he did walk into a broker's office and make such a request.

The salesman thanked him for the order and then he put a copy of the new account information form before him and politely asked him to fill it in. As he was writing, he came to the blank which asked the name of his bank reference and he wrote it down. A few moments later the salesman excused himself and went into a private office. He came back and with a smile he looked over the completed blank — "Well that's fine Mr. Carger," he said, "now if you'll wait just a few moments until we have an opportunity to process these references we can go ahead."

With that, Carger said he pulled out his identification records from his wallet, which not only included his driver's license (which can be forged or stolen) but also his voter's registration certificate, his social security card, and a State Department passport with his picture on it and he said, "Now all you have to know is whether or not I am J. J. Carger, isn't that right?" The salesman looked up rather sheepishly but with a twinkle in his eye he said, "That's right Mr. Carger, I guess we'll just go ahead and buy that Steel for you and anything else you want." "Sure, go ahead," replied Carger, "I

know what you did when you went into that room. You were not talking to a client, you were calling the First National Bank about me, isn't that right?" "That's right, I'll have to admit it Mr. Carger, and they told me to let you have anything you wanted, except the senior partner's yacht and our membership on the Exchange," the salesman laughingly admitted.

Carger told me that he liked the way that salesman handled a rather difficult situation. He purposely wanted to test the man with whom he was going to do business and he was impressed favorably that he was careful and tactful at the same time. Some times you cannot be too sure about even the most highly recommended people who come to see you and unsolicitedly open an account. Make certain that if a man says he is going to do business with you that he understands the rules and that he can pay for what he buys—if not let him go somewhere else.

Remember, any losses that are taken by your firm will become your responsibility as a registered representative. If you are in doubt ask for a substantial cash deposit. You will only rise that much higher in the estimation of an honorable business man when you handle your business in a proper and prudent manner.

Advanced Elect. Class A Offered

Edward Hindley & Co., and Hardy & Hardy, New York City, are offering publicly 150,000 class A shares of Advanced Electronics Corp., at \$2 per share. Proceeds will be used by the company for research and development, purchase of equipment, repayment of loans and working capital.

The company of 2 Commercial St., Hicksville, N. Y., designs and manufactures radio telemetry systems, frequency filters and power supply equipment for the missile, rocket and space programs.

Form Inv. Facilities

BROOKLYN, N. Y. — Investors Facilities Corp. has been formed with offices at 854 Utica Avenue to engage in a securities business. Officers are Sidney D. Katzman, President and Secretary; Morton F. Silver, Vice-President; and Norman R. Silver, Secretary.

Name Now Needell Co.

The firm name of J. K. Norton & Company, 44 Wall Street, New York City, has been changed to Needell & Co.

NYSE Plans Fund For New Building Facilities

The Board of Governors of the New York Stock Exchange has unanimously endorsed a report by a special Exchange Committee recommending that a \$29 million fund be accumulated during the next five years to provide initial financing for new Stock Exchange building facilities.

J. Truman Bidwell, Chairman of the Board, and G. Keith Funt, President, in a letter to Exchange members and allied members, pointed out that the overall financing plan will require membership approval of Constitutional changes raising certain charges to members.

The Special Committee emphasized that its study concerned the question of financing only and did not touch on the type of building that might be decided upon, or possible sites. Estimates of between \$50 million and \$78 million were used as the possible total cost of new building facilities. The difference between the total cost and the \$29 million cash fund would be financed.

The Committee estimated that of the \$29 million, approximately \$5.5 million is presently available from the Exchange's surplus, and \$10 million should be available from sale of the Exchange's present properties in the block bounded by Wall, Broad and New Streets and Exchange Place.

"The most pressing long-range problem facing the Board of Governors and the membership is that of providing Exchange facilities capable of properly servicing the public's growing participation in our listed market," the Committee's report asserted.

The report noted that studies project a doubling of the total number of shares listed on the Exchange within the next decade from the current 7 billion level, and volume increases of up to 50% over the current daily average of about 4 million shares.

The Committee noted that its cost estimates include the possibility of both building or partially leasing new facilities. The Committee declared that while these questions must be resolved in the future, the financing program is a necessary first step toward enabling the Exchange to determine the specific ways and means of expanding Exchange facilities. While a number of major decisions remain, the Committee added, it is clear that the Exchange should begin to build up the necessary funds to meet initial financing requirements.

Sources for accumulating the special fund proposed in the Committee's report would include proceeds from the sale of Exchange property; appropriations from Exchange surplus and from annual revenues; funds accumulated between 1953 and 1963 to buy and retire Exchange memberships, or seats; and contributions from all segments of the Exchange's membership through increases in initiation fees, dues, charges for floor facilities and specialist registration fees.

The estimated revenues from these sources over the five-year period would be:

Initial Appropriation from	
Exchange Surplus	\$5,500,000
Anticipated Annual Appropriations Based on Present Exchange Revenues	4,650,000
Membership (Seat) Retirement Account Balance (1963)	4,100,000
Increase in Initiation Fees, Dues, Floor Facilities and Registration Charges	5,190,000
Proceeds from Possible Sale of Present Properties	10,000,000
	\$29,440,000

Amendments to the Exchange's Constitution would be required for the use of the Membership Retirement Account and to raise annual membership dues from \$750 to \$1,500, and initiation fees

from \$4,000 to \$7,500. These amendments will be considered by the Board on Dec. 21 and, if approved at that time, would be submitted to the membership for vote between Dec. 22 and Jan. 4.

Initiation fees have been unchanged since 1920. The last revisions in dues and most other general charges to members and member firms were made in 1942.

The Exchange's present buildings at 11 Wall Street and at 2-18 Broad Street are approximately 40 and 60 years old. The eight-story building housing the main part of the trading floor was completed in 1903 and is distinguished by the Exchange's columned facade on Broad Street. The 23-story building on Wall Street was added in 1922 and included an addition to the trading floor as well as most of the Exchange's administrative offices.

The Exchange also leases some space in the privately-owned skyscraper erected in 1957 at 20 Broad Street, on land owned by the Exchange. The Board of Governors has decided that expanding the trading floor into the 20 Broad Street building would not solve the Exchange's space needs.

The special 12-man Committee, appointed last July, is headed by the Exchange's Vice-Chairman, Henry M. Watts, Jr. Its other members are: J. Truman Bidwell, Chairman of the Board of Governors; Howard E. Buhse, Hornblower & Weeks; Richard M. Crooks, Thomson & McKinnon; Bayard Dominick, Dominick & Dominick; Walter N. Frank, Marcus & Company; Henry U. Harris, Harris, Upham & Co.; Joseph Klingenstein, Wertheim & Co.; Arthur H. Lamborn, De Copet & Doremus; Michael W. McCarthy, Merrill Lynch, Pierce, Fenner & Smith Inc.; C. Peabody Mohun, Stern, Lauer & Co.; Robert L. Stott, Wagner, Stott & Co.; and Charles H. Thieriot, Carlisle & Jacquelin.

Micro Precision Common Offered

Public offering of 100,000 common shares of Micro Precision Corp., at \$3 per share is being made by Manufacturers Securities Corp., New York City; Bioren & Co., and Boenning & Co., Philadelphia; Draper, Sears & Co., Chace, Whiteside & Winslow, Inc., and Schirmer, Atherton & Co., Boston. Net proceeds will be used by the company for repayment of loans, plant expansion, product development, sales, advertising and working capital.

The company of 55 Ninth St., Brooklyn, N. Y., is engaged in the design and manufacture of mechanical components and devices for the electronic industry and military agencies of the U. S. Government. Approximately 30% of its sales for the fiscal year ended Jan. 31, 1961 was accounted for by an electronic language laboratory; 50% by military products, including microwave equipment, a telephone repeater and a "Radiosonde"; and 20% by a line of mechanical components for the commercial communications field.

Form Universal Planning

PHOENIX, Ariz. — Universal Planning Corporation is engaging in a securities business from offices in the Mayer-Central Building. Officers are Jerry J. Mitchell, President; and C. S. Lance, Secretary.

Wachtel Co. Opens

WASHINGTON, D. C. — Sidney B. Wachtel has formed Wachtel & Co. with offices at 931 15th Street, N. W. to conduct a securities business. Mr. Wachtel was formerly with Laidlaw & Co. and A. T. Brod & Co.

This announcement is not an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Offering Circular.

NEW ISSUE

November 29, 1961

150,000 Shares

Advanced Electronics Corp.

Class A Stock

(par value \$.10 per share)

PRICE: \$2.00 Per Share

Copies of the Offering Circular may be obtained from the undersigned and from such dealers as may legally offer these securities in this State.

Edward Hindley & Co.
99 Wall Street, New York 5, N. Y.

Hardy & Hardy
11 Broadway, New York 4, N. Y.

NEWS ABOUT BANKS AND BANKERS

Consolidations • New Branches • New Offices, etc. • Revised Capitalizations

The Chase Manhattan Bank, New York, opened a branch on Nov. 24 in Monrovia, Liberia, its second in West Africa.

Johannes G. van Thiel is Resident Manager. Guillermo E. Carreras, Assistant Manager, was formerly with the bank's branches in Cuba.

Carl W. Klemme was elected a Vice-President and Robert S. Aldoman Assistant Vice-President by **Morgan Guaranty Trust Company of New York**.

Irving Trust Co., New York, elected Allin B. Crouch a Senior Vice-President and Comptroller and Wesley Lindow a Senior Vice-President and Secretary.

Allen R. Cobb, who retired in 1959 as Vice-President of the **Irving Trust Company, New York**, died Nov. 24 at the age of 67.

Mr. Cobb in 1914 joined the **Columbia Trust Company**, which was merged with Irving Trust in 1923. He became an Assistant Secretary in 1927 and an Assistant Vice-President in 1929. He was named a Vice-President in 1931.

Edmund J. McRickard was elected a trustee of the **Broadway Savings Bank, N. Y.**

The First National Bank of Boston, Massachusetts, has increased its common capital stock from \$43,750,000 to \$50,000,000 by a stock dividend effective Nov. 15. (Number of shares outstanding 4,000,000 shares, par value \$12.50.)

Marcel F. Tetaz, has been elected a Director of the **Elizabethport Banking Company of Elizabeth, N. J.**

Directors of **Trust Company of Morris County, Morristown, N. J.**, at a special meeting held Nov. 29, recommended to the bank's stockholders that the capital stock of the bank be increased by 10,120 shares.

Upon approval this action will increase the total capital stock of the institution to 111,320 shares having a par value of \$20 per share or \$2,226,400.

Shareholders of record Nov. 28 will meet on Dec. 20 to act on the proposal. Subject to their approval and approval by the State Commissioner of Banking and Insurance these 10,120 additional shares will be offered for subscription to the stockholders upon the basis of one new share for each 10 shares held.

Stockholders of **National Newark & Essex Banking Co., Newark, N. J.**, and the **First National Bank of West Orange, N. J.**, voted to merge by exchanging 80,000 shares of National Newark & Essex for the outstanding 22,500 shares of First National Bank.

The merger, which will be under charter of National Newark & Essex, is subject to approval by the Comptroller of the Currency.

Joseph K. Gordon has been elected a Vice-President of the **Philadelphia National Bank, Philadelphia, Pa.**

By a stock dividend the **American National Bank and Trust Company of Chicago, Chicago, Ill.**, increased its common capital stock from \$7,500,000 to \$10,000,000, effective Nov. 15. (Num-

ber of shares outstanding 100,000 shares, par value \$100.)

At a special stockholders meeting of the **Guaranty Bank & Trust Co., Chicago, Ill.**, Howard Arvey and Norman J. Patinkin were elected to the Board of Directors. Vernon F. Stelter, was elected Assistant Vice-President of the bank.

Chris Stertman was elected Vice-President of the **District National Bank of Chicago, Chicago, Illinois**.

The common capital stock of the **Second National Bank of Saginaw, Saginaw, Mich.**, was increased from \$4,000,000 to \$4,500,000 by a stock dividend effective Nov. 16. (Number of shares outstanding 180,000 shares, par value \$25.)

The **Beatrice National Bank, Beatrice, Neb.**, increased its common capital stock from \$200,000 to \$400,000 by a stock dividend effective Nov. 16. (Number of shares outstanding 20,000 shares, par value \$20.)

First National Bank & Trust Co., Oklahoma City, Oklahoma, elected L. S. Youngblood a Director.

B. P. Jennings has been elected President of the **Penn Square National Bank, Oklahoma City, Okla.**, to succeed J. C. Cravens, who has resigned.

The **First National Bank of Norman, Norman, Oklahoma** has changed its title to **The First National Bank and Trust Company of Norman**, effective Nov. 15.

The Board of Directors of **First National Bank in St. Louis, Mo.**, on Nov. 21, voted to recommend that the bank's shareholders authorize a two for one stock split at their annual meeting on Jan. 9.

The Board's proposal is that First National's capital stock be changed in par value from \$20 to \$10 effective at the close of business on the day of the annual meeting, increasing the number of shares outstanding from 847,000 to 1,694,000.

Merger certificate was issued on Nov. 29 by the office of the Comptroller of the Currency approving and making effective, as of the close of business Nov. 10, the merger of **The Chatham Bank, Siler City, N. C.**, with common stock of \$250,000, into **First Union National Bank of North Carolina, Charlotte, N. C.**, with common stock of \$7,512,500. The merger was effected under the charter and title of "First Union National Bank of North Carolina," with capital stock of \$7,937,500, divided into 1,587,500 shares of common stock of the par value of \$5 each.

By the sale of new stock, the common capital stock of the **Peoples National Bank of Miami Shores, Miami Shores, Fla.**, was increased from \$750,000 to \$850,000, effective Nov. 15. (Number of shares outstanding 34,000 shares, par value \$25.)

Paul T. Bullington was elected Senior Vice-President, Gene C. Mongor Vice-President and Cashier and Jack E. Darling and Ralph S. Brantham Vice-Presi-

dents of the **First Security National Bank, Houston, Texas**.

The Office of the Comptroller of the Currency issued a charter on Nov. 15 to the **First National Bank of Zapata, Zapata, Zapata County, Texas**. The President is Cecil E. Burney and the Cashier is Gustavo J. Guerra. The bank has a capital of \$100,000 and surplus of \$210,000.

The common capital stock of **The First National Bank of Holyoke, Holyoke, Colo.**, was increased from \$50,000 to \$200,000 by a stock dividend effective Nov. 15. (Number of shares outstanding 2,000 shares, par value \$100.)

Joseph F. Vasquez has been appointed a Vice-President by the **Bank of America, San Francisco, Calif.**

Merger certificate was issued approving and making effective, as of Nov. 16, the merger of **The First National Bank of Everett, Everett, Wash.**, with common stock of \$2,000,000, into **Seattle-First National Bank, Seattle, Wash.**, with common stock of \$25,000,000. The merger was effected under the charter and title of "Seattle-First National Bank," with capital stock of \$27,400,000, divided into 2,740,000 shares of common stock of the par value of \$10 each.

John Baird has been elected a Director of the **Bank of Nova Scotia, Halifax, Nova Scotia**.

Bank of Hawaii, Honolulu, Hawaii, elected C. R. Klenske Vice-President and Cashier to succeed A. D. Fritsch, who is retiring.

Form N. Y. Equities

New York Equities, Inc. is conducting a securities business from offices at 280 Broadway, New York City.

Alex. Brown Branch

LEESBURG, Va.—Alex. Brown & Sons has opened a branch office at 128 North King Street under the management of Charles H. C. Wight.

Gross & Co. Formed

UNION, N. J.—Ben Gross and Muriel B. Gross have formed Gross & Company to conduct a securities business from offices at 1460 Morris Avenue. Mr. Gross was formerly with Berry & Co.

Belgium (Kingdom of) Bonds Offered

Morgan Stanley & Co. and Smith, Barney & Co. Inc., New York City, jointly head a group of 52 investment firms offering for public sale today (Nov. 30) an issue of \$25,000,000 Kingdom of Belgium external loan sinking fund 5½% bonds due 1976.

The bonds are priced at 98% and accrued interest to yield approximately 5.70% to maturity.

Concurrently with this sale, the Belgian Government has arranged through Morgan Guaranty Trust Co. of New York to borrow \$30,000,000 from a group of United States banks. This loan will bear interest at the rate of 5½% and will mature in three years.

The proceeds from the financing will be applied to funding part of the nation's external short-term debt.

Principal and interest on the bonds will be payable in United States dollars. The bonds will be entitled to semi-annual sinking fund payments of \$1,000,000 commencing in 1964, sufficient to retire the entire issue by maturity. They will not be redeemable prior to Dec. 1, 1971, except through operation of the sinking fund. On and after that date, optional redemption prices will range from 102% to the principal amount. The sinking fund redemption price is 100%.

Thoroughbred Enterprises Stock Sold

Sandkuhl & Co., Inc., New York City, and Newark, N. J., is making the initial public sale of common stock of Thoroughbred Enterprises, Inc. through the offering of 85,000 shares, at \$4 per share. The securities are offered as a speculation.

Net proceeds from the financing will be used by the company for the purchase of additional horses; for fencing, constructing a stable for approximately 30 horses, along with living quarters for employees, paddock and necessary equipment; and for the purchase of 40 additional acres, adjacent to its present property. The balance of the proceeds will be added to general funds and

used for working capital and other corporate purposes.

Headquartered in Lake Worth, Fla., the company intends to concentrate primarily on the breeding of thoroughbred horses to develop a line of thoroughbreds which will be available to lessees for racing purposes and by outright purchasers for either racing or breeding. The company owns 100% of 12 thoroughbred horses, and 31% of a stallion, Admiral Vee, son of War Admiral and grandson of Man O' War. The company is not registered to race its horses with any track or racing commission. The company also proposes to buy horses at both private and public auction sales for resale, breeding and leasing.

Frederick Hughes Opens

ASTORIA, N. Y.—Frederick Hughes, Jr. is engaging in a securities business from offices at 24-16 21st Avenue.

President of King & Co.

GRAND RAPIDS, Mich.—Donald R. Lindhout is now President and Treasurer of King & Company, Michigan National Bank Building. Jane Lindhout is Vice-President and Secretary.

Form S. Lerner Fla. Co.

MIAMI, Fla.—Saul Lerner Florida Co., Inc. has been formed with offices in the du Pont Plaza Center to engage in a securities business. Officers are Saul Lerner, President; Julius I. Friedman, and Herbert Jacobson, Vice-Presidents; and Herbert Freiman, Secretary and Treasurer.

Form Minco Planning

WHITESTONE, N. Y.—Minco Planning Corporation is engaging in a securities business from offices in the Francis Lewis Building. Officers are Joseph P. Mullaney, President and Treasurer; James A. Mullaney, Vice-President; and J. A. Bolan, Secretary.

Stern & Stern Associates

Moe Stern is conducting a securities business from offices at 295 Madison Avenue, New York City, under the firm name of Stern and Stern Associates.

Joins Paine, Webber

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—William J. Younger is now with Paine, Webber, Jackson & Curtis, 369 Pine St. He was formerly with Walston & Co., Inc.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

NEW ISSUE

November 30, 1961

120,000 Shares

PAN-ALASKA FISHERIES, INC.

Common Stock
(par value 50¢ per share)

Price \$5 per share

Copies of the Prospectus may be obtained only in such States where the securities may be legally offered.

ROBERT L. FERMAN & COMPANY

Incorporated

MIAMI, FLA.

NEW YORK, N. Y.

A Tax System That Works Constantly for the Nation

Continued from page 1

treatment of a particular type of income or expense. Essentially, he must recognize that a difference in status is being claimed, and he must put the claimant to proof of two sorts: First, is the item one that should properly be recognized as an essential in measuring what we call income when we say that the same incomes should be taxed the same amount? Second, if this is not the case, is there nevertheless a real and compelling national interest to be served by departing from our test of fairness and deliberately treating the same incomes differently?

President Kennedy's new tax program reflects our concern with equity and fairness. In his Message to Congress on Taxation, soon after taking office, he recommended changes in the treatment of entertainment expenses, dividend incomes, sales of depreciable property, certain foreign tax haven operations, and the taxation of mutual organizations now taxed less heavily than regular business corporations. In each of these cases the President said that the existing treatment is inequitable and cannot be justified.

Public Morality

The stress placed on equity in the President's tax program reflects a basic concern over our peoples' attitude toward the income tax. It is a recognition that a matter of basic morality is involved. In democracies such as ours, the people will willingly pay a tax bill they may regard as heavy if they believe that everyone else is paying his fair share. But the feeling is growing that some do escape their fair share, and the experts know that this feeling is justified. This is why a matter such as the unlimited deduction of entertainment expenses is, in the end, really an issue of tax morality. The average taxpayer will take a hard and resentful look at his tax bill if he knows that some individuals are able to charge off personal pleasures—a yachting or hunting weekend, a night club party, a trip to Florida—through the device of the deductible entertainment expense. I doubt—and I believe many businessmen will agree with me—whether anything does more damage to the public's

image of business than expense account living. The President put it in these words:

"In recent years widespread abuses have developed through the use of the expense account. Too many firms and individuals have devised means of deducting too many personal living expenses as business expenses, thereby charging a large part of their cost to the Federal Government. Indeed, expense account living has become a byword in the American scene.

"This is a matter of national concern, affecting not only our public revenues, our sense of fairness, and our respect for the tax system, but our moral and business practices as well. This widespread distortion of our business and social structure is largely a creature of the tax system, and the time has come when our tax laws should cease their encouragement of luxury spending as a charge on the Federal Treasury. The slogan—'It's deductible'—should pass from our scene."

Growing concern with equity in the United States is not limited to the average taxpayer living on a wage or salary who reads about expense accounts, or who has a hazy, but correct, impression that there are a lot of others reducing their taxes through preferential provisions. The professional man in the United States is disturbed by his inescapable tax burden when he compares himself with the executive favored by stock options, generous pensions, and other fringe benefits. The business man or executive in turn is always wondering whether his tax advisors have obtained for him the latest thing in capital gain deals, or real estate shelters, or life insurance tax packages, or foreign tax havens. Proper tax planning in our complicated society is sensible and necessary—but proper planning is far removed from the frantic chase for the latest and hottest tax deal and gimmick. I can state that our responsible tax bar in the United States—lawyers and accountants alike—fully shares this view.

Noncompliance

Alongside the unfairness of substantive inequities is the unfairness that results from noncompliance. While the vast majority of

Americans pay their taxes in full, there is still more noncompliance than we can tolerate in a democratic society. This is serious for, if through ignorance, carelessness, or downright dishonesty, some people avoid their share of the tax, that share must be picked up by others. A case in point is lack of full compliance with the tax on dividends and interest, with a consequent loss of an estimated one billion a year in revenue. President Kennedy's recommendation for withholding on dividends and interest is aimed at correcting this situation. Parenthetically, I should make it quite clear that withholding is neither designed to increase the existing tax on dividends and interest, nor to impose a tax on them for the first time.

While withholding at the source is a highly effective way of collecting taxes on items as wages, salaries, dividends and interest, different methods are needed in other areas to insure compliance. Our Internal Revenue Service is proceeding on two broad fronts—automatic data processing and quality auditing. The first, automatic data processing, will enable us to remain masters of our paperwork and information, so that we can make resourceful use of vast quantities of data. In this connection, we have benefitted greatly from many helpful talks with your administrators who are also bringing the miracle of electronics to tax administration. The second, better audit methods, will enable us to concentrate our audit efforts on the types of cases which demand careful examination. Over the next decade, imaginative use of these new tools can bring about a revolutionary change in tax administration and compliance.

Simplicity

Simplicity is also a part of tax reform. It is related to the objective of fairness since inequities and preferences usually mean complexities. The borderlines of the preference must be delineated and all too often this border marking will involve complex rule upon rule. The requirement of simplicity also operates as a gloss upon fairness, warning us that each variation in status or make up of income and expense cannot demand special recognition in the measurement of taxable income and the tax. This is especially so as respects matters that will enter into the computations of the average person and thus will appear on the tax form used by most people.

Inducing Investment Spending

There is another aspect of tax reform in the United States that is directly related to our over-all economic strength and the well-being of our people: There is acute dissatisfaction in the United States with our present rate of economic growth. When we compare present performance—either with periods in our past or with the current achievements of other countries—we see that our economy is operating considerably below its potential for real growth. We know that economic growth requires a greater investment in education and in health, in transportation and urban redevelopment, and in the public services that are necessary to the enjoyment of higher levels of consumption. We know that quantity and quality are both important in meeting these needs for public investment. We know that business expenditures on plant and equipment are too low in relation to our economic goals, and that the rate of modernization of our industrial machine must be increased if we are to compete successfully with foreign producers both at home and abroad. We know that the rate of capital formation must be increased if we are to obtain the needed increases in productivity that lie at the heart of economic growth. We also know that the increased public expenditures required for better public services, together with national security demands, can fully and readily be met if we can achieve our full potential in economic growth.

In a country that places great stress on economic growth, all institutions and policies will be under the closest scrutiny in relation to that objective. In the United States, therefore, we are asking whether our tax system contributes to growth—or whether it places obstacles in the path of growth. Are the dollars it transfers from private hands to meet public needs obtained in a manner that places as few obstacles as possible in the way of private initiative—which holds the real key to growth?

It can be contended that the structure of our income tax—a tax base narrowed by exceptions, exclusions, and special preferences which make it necessary to impose a rate structure that begins at a high level and rises steeply—produces tax rates that have adverse effects on growth. Moreover, apart from their effect on the steepness of the rates, the special provisions can also impede our growth in other ways. They differentiate among taxpayers in ways that are often arbitrary and discriminatory. They influence individual business decisions, with the result that the tax system distorts the workings of our free enterprise economy and produces a misallocation of resources. Our present system places a premium on tax planning and tax avoidance. The work of many talented lawyers and accountants is disproportionately diverted to this purpose, with a resultant loss to the community.

The equity and growth aspects of tax reform thus join together and reinforce each other. Their conjunction also emphasizes that action to accomplish only one of these facets of tax reform would not achieve our full purpose. Improved equity and the elimination of preferences require a re-examination of the rates of tax, especially in the middle and upper brackets. A reduction in tax rates without the elimination of preferences would leave the income tax still burdened with inequity and the resentment that comes with unfairness. The broader tax base that would come with greater equity would also make possible a re-examination of the rate structure. Any such re-examination must, of course, be conducted within the constraints imposed

upon our Federal Government, which cannot levy a property tax and which now leaves broad-based sales taxes as revenue sources for State and local governments. Hence, the Federal income tax must itself be broadly based, must be capable of supporting the expenditures required of Government, and—in setting a progressive rate structure that establishes vertical equity, or fairness as among income levels—must recognize the redistributive effects achieved through those very benefits that come from government expenditures.

Achieving Equity and Growth

The President has directed that these intertwined facets of equity and growth, these problems of special preferences and rates, be re-examined as an integral part of basic tax reform. The task is far from easy. Collective agreement on the ultimate goals of tax reform does not guarantee collective agreement on the details of the changes charted to reach those goals. The pressures of history, the complex range of the income tax, the pulls and tugs of competing claims, the confusion between debating points and real issues, the inevitable limitations upon present information and future forecasts—all these play their part.

Does the relationship between the tax structure and growth end with the removal of obstacles? Or does the true tax reform embody the view that the tax structure can contribute in a positive fashion to economic growth? The Kennedy Administration believes that the tax structure can contribute in an affirmative way to economic growth through promoting increased investment by business in machinery and equipment. We believe that the resulting modernization and expansion of our productive capacity will help us achieve a more vigorous economy.

Depreciation Reform and Investment Credit

The President's program has two major means to this end: depreciation reform and the investment credit. The first involves adjustment of the existing standards suggested by the Internal Revenue Service for depreciable lives of property to take into account the increasing obsolescence and need for more rapid replacement of machinery created by rapidly changing technology. The President's recent announcement of a 40% reduction in the guidelines for depreciable lives of textile machinery is the first step. We are currently re-examining depreciation rates in all industries.

We are also considering how far and in what ways we can achieve greater simplification in the application of the depreciation deduction. One pending measure involves the elimination of undue emphasis on salvage values by disregard of any salvage values below 10% of cost. We are hopeful that our present studies will disclose other measures. Certainly, an item so important to the measurement of taxable income as depreciation should be kept as realistic and as simple of application as is possible, consistent with that task of measurement. I might add that in our studies we are taking careful recognition of the new pathways which you in Canada have been charting in this area of depreciation.

The investment credit is, in the form pending in Congress, a credit against tax—that is, a reduction in tax—equal to 8% of the amount spent on investment in machinery and equipment. The entire cost of the asset may still be depreciated in the regular way. The purpose of this provision is to encourage an increase in investment, yet not disturb the depreciation deduction as a measure of income. Moreover, this

This announcement is neither an offer to sell, nor a solicitation of an offer to buy any of these Securities. The offer is made only by the Offering Circular.

NEW ISSUE

November 29, 1961

72,000 SHARES
VOL-AIR, INC.

COMMON STOCK
(Par Value \$.01 Per Share)

PRICE: \$2.50 Per Share

Copies of the Offering Circular may be obtained from the undersigned in any State in which the undersigned may legally offer these securities in compliance with the Securities laws of such State.

GLASS & ROSS, INC.
60 EAST 42ND STREET
NEW YORK 17, NEW YORK

SAMSON, GRABER & CO., INC.
39 BROADWAY
NEW YORK 6, NEW YORK

form of incentive achieves a greater impact on investment than would devices turning on an acceleration of depreciation. In fact, the 8% credit is equivalent in general as an incentive to a 40% initial write-off.

These are the major factors that stimulate the varied voices calling for tax reform in the United States: fairness, simplicity, contribution to economic growth. The main thrust centers on the income tax. It does not call for any marked alteration in the composition of the Federal tax structure—there is no additional tax to be added—no startling new tax to sweep across the horizon. There are, of course, other facets that one could spell out. The estate and gift tax demands attention. And we will probably find the economists doing some hard thinking in the exploration of the proposal of the Commission on Money and Credit for flexibility in the cyclical application of the income tax through temporary increases or decreases in rates. I say hard thinking, because all the possible courses of governmental action and the formulation of the standards to govern that action have to be fully and realistically analyzed. And operational flexibility in the counter-cyclical adjustment of tax rates can certainly come no faster than flexibility in thinking about tax policy in relation to cyclical changes in the economy.

But in the end, the task of tax reform centers on the Federal income tax. We Americans are fortunate that our tax system is fundamentally sound and the task is one of constant improvement, rather than complete construction or complete rebuilding. But even the reforms of improvement are not accomplished overnight. They require patient exploration of detail and full public discussion of the issues. Our ultimate goal is the possession of a tax system that constantly and truly works in the national interest.

*An address by Mr. Surrey before the Canadian Tax Foundation, Montreal, Canada, Nov. 21, 1961.

March Dynamics Common Offered

Paul Eisenberg Co., Inc., Magnus & Co. Inc. and Jed L. Hamburg Co., are making the initial public sale of common stock of March Dynamics, Inc. through the offering of 125,000 shares, at \$2.50 per share.

Net proceeds from the financing will be used by the company to equip its new magnetics and electronics divisions; to restore working capital spent on moving to its new plant; and to restore to working capital the deposit as security on the new lease. The balance of the proceeds will provide additional working capital to permit expansion of the company's product lines.

The company of Hicksville, Long Island, N. Y., is engaged in contract manufacturing of mechanical and electro-mechanical components for the electronics industry. In addition to making simple and complex parts for electronic instruments from both metals and plastics, the company makes to order gear trains and dial drives for tuning radio units, electro-mechanical sections of direction finders, pitot-static valves used in test equipment calibrating aircraft instruments, microwave assemblies and crystal holders for microwave testing equipment and other devices.

The company's electronics division will manufacture devices for the digital data handling field and the magnetics division will make control devices utilized for control and instrumentation purposes.

AS WE SEE IT

tion of the situation we are in and of the necessity of taking vigorous steps to mend it before it is too late. But the fact remains that there is yet time for our salvation to be worked out and given effect, and so long as that is true there is good ground for self-gratulation even though the prospect of early action in the premises appears to be none too good.

We have recently become disturbed, or many of us have, about our international financial position in the world, and with reason. How we got into this unfortunate position is clear enough, and so are the steps that are necessary to deal with the really quite difficult and complex situation now existing. Yet if we are to take at full face value much that emanates from official sources in Washington on the subject, we must come to the conclusion that this financial position of our vis-a-vis the remainder of the world is very likely to grow worse before it is any better.

The cul-de-sac in which we find ourselves is plainly of our making, clearly an inevitable result of too much New Deal in our foreign and domestic policies. Yet what we hear proposed most often in Washington comes down essentially to the application of more of this same New Dealish medicine. There is still time—thanks to a kind Providence—to take this dangerous situation in hand, but time is running out. And what needs to be done cuts across many related programs—related, that is, in reality though often not apparently so to the unthinking.

For our own sake here at home we need to become more competitive both in world markets and in our own with foreign producers. That in practical terms means the creation of conditions in this country in which it is possible for producers to get better control of their costs. This in turn entails radical changes in our labor policies and our tax philosophy. At the present time we have for a good many years carefully fostered monopoly in the labor market—and all too often seemed to acquiesce in the philosophy so ardently preached by the unions that what is good for wage earners must be good for the country.

Robbing Peter

Meanwhile, we have become victims of the general notion that the successful in the business world, whether they be individuals or corporations, must be made to bear the costs of all sorts of paternalistic programs for the benefit of the less industrious and less fortunate. The result, or one of them, is that pro-

Continued from page 1

duction has been so burdened with all sorts of unavoidable costs arising from the exactions of government that it is more and more difficult to get control of the situation in the way that we must if we are to continue to move ahead. All this is without reckoning in the waste and often the costly dishonesty of many of these special programs for the benefit of the unfortunate.

But it is not only the total amount of the exactions thus levied directly or indirectly upon production. Fully as unfortunate is the manner in which they are levied. This is particularly true of levies upon the individual. But the corporation which knows in advance that it must give up to the Federal Government something more than half of its profits even after deduction of scores of other special taxes included in operating expenses, can hardly be expected to formulate its policies precisely as if no such overpowering load had to be carried. All too often expenses are permitted to continue to run when they would be quickly cut off or cut down if it were not known that half of them will be paid by Uncle Sam in any event.

And, of course, the total burden of such levies is by no means to be measured by the number of dollars exacted. The unbelievable amount of special record keeping and reporting growing out of such tax systems, plus that entailed by the innumerable regulations and rules now laid down by government to control business operations, are a large factor in and of themselves. The thoughtful student of public affairs need hardly do more than run through the list of statistics and other data compiled and published by government in this day and time to come to a sharp realization of what it must have cost those who have been obliged to supply the raw data for such reports—that is, the business man whether operating as an individual or through some corporation.

Time was when it used to be a rather favorite topic of a good many reporters to point out the staff that had to be added to existing forces in business merely to take care of all those data that were necessary to conform with one or more of the laws that had recently been taken to the statute books. It is unfortunate that this type of information has now become "old hat" and attracts little or no attention outside of the groups which must somehow provide the figures.

And it is not even too late to do something about our agricultural policies and programs. A visitor from Mars

would find the volume of funds we pay out to farmers to produce things that we know in advance can not be marketed—to say nothing of the various other special subsidies to the agricultural producers—quite beyond his credulity. They would be equally incredulous to visitors from other lands on this planet of ours were it not a fact that the infection has spread over so many parts of the earth. But common or not, something must be done about it before it costs us further billions. We may well be thankful for opportunities still before us, but gratitude is not enough.

H. Nussbaum Opens

BAYSIDE, N. Y.—Hal Nussbaum is conducting a securities business from offices at 64-47 Bell Boulevard. He was formerly with Paul L. Forchheimer & Co.

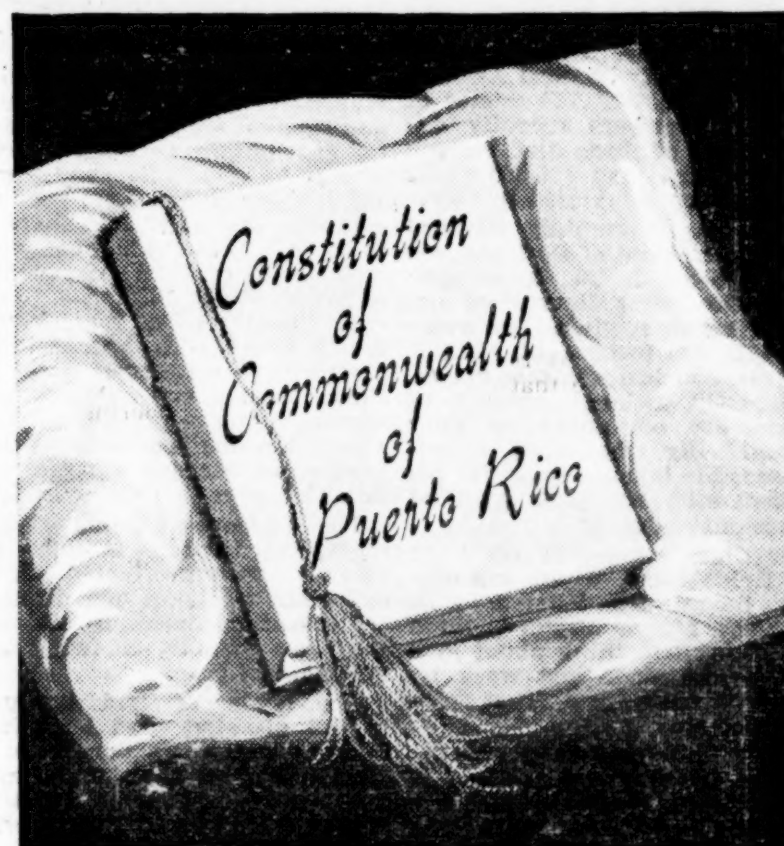
The Valtronic Corporation Common Sold

Public offering of 62,500 common shares of The Valtronic Corp., at \$4 per share is being made by Fred F. Sessler & Co., Inc., 505 Park Ave., New York City. Net proceeds will be used by the company to purchase additional machinery, repay debt, increase managerial personnel, promote sales, provide funds for research, and increase working capital.

The company of 375 Walton Ave., New York 51, N. Y., is engaged in developing, manufacturing and marketing all formica operatory cabinetry and furnishings for dental, medical, clinical, laboratory and hospital use.

Consolidated Syndications

GLENS FALLS, N. Y.—Daniel J. Bishop and Richard W. Michon are engaging in a securities business from offices at 48 Garrison Road under the firm name of Consolidated Syndications.



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There has never been a default or forced or managed refunding of any bonds issued by The Commonwealth of Puerto Rico. One reason for this enviable record is the following provision of the Constitution:

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Complimentary copies of "A Special Report on The Commonwealth of Puerto Rico" will be mailed on request.

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MUTUAL FUNDS

BY JOSEPH C. POTTER

Rewards From Research

Many a vendor of mutual funds has related the familiar story of meeting a prospect for the first time to learn that the man or woman already had made some investments. Quite often, this individual will relate that he or she has enjoyed some measure of success by buying into the blue chip, household-name companies—such stocks as du Pont, Standard of Jersey and General Electric.

The wise salesman will not quarrel with this approach to the stock market by people whose life work is medicine, the law or the store. Such an individual may not be getting maximum mileage from his investment dollar, but because his knowledge of the marketplace is sketchy, he'll sleep better with United States Steel than with Moose Pasture.

For well-heeled but ill-informed investors there is much to think about in a survey conducted in Connecticut, where the Hartford County Medical Association found that of 144 estates of its local members recently deceased, one of three died leaving assets of less than \$10,000 while one of every eight died in debt.

This has prompted Bernard Carver, President of Boston-based B. C. Morton & Co., to remark: "With the latest figures on net annual earnings giving the average MD an income of \$22,100, only one conclusion can be drawn. Apparently a large number of doctors are not doing for their financial ills what they expect any sensible layman to do for his physical ailments: seek qualified professional advice."

For those successful (in their own field) folks, whose safe-deposit boxes are littered with worthless Moose Pasture, there also is much to think about in a brief report made last week by Arthur Wiesenberger. That company notes:

"Portfolio managers of growth-oriented funds spend millions of dollars each year to uncover promising new investments. The results of this massive research work are of more than usual interest to investors, because recent additions to these growth portfolios may well provide clues to tomorrow's market stars."

The Wiesenberger report covers recent transactions of three funds: Fidelity Trend Fund, Peoples Securities Corp. and Putnam Growth Fund. Only intensive research could justify their investment in 25 relatively obscure firms cited

in the study. Their diversified stake in these promising companies ranged from a mere \$60,000 to more than a million dollars and in no case did such an investment represent more than 3/10ths of 1% of the fund's total assets.

This, of course, is a far cry from the doctor or businessman who is prevailed upon to invest a major portion of his life's savings in a risky venture that may or may not pan out and whose prospects he never thoroughly assayed.

The trio of funds, whose business it is to weigh the prospects of companies, small and large, came up with at least a dozen interesting situations. Thus, there is a company that markets a line of some 75 cosmetics and toiletries, which has boosted sales from around \$6,000,000 in 1955 to nearly \$12,000,000 in 1960 while boosting share earnings from 53¢ to \$1.58.

As another example, there is a wholesaler of replacement parts and supplies for all makes of cars. Its distribution network consists of a dozen warehouses and nearly 100 jobbing stores. Last year the company earned \$3.48 a share on sales of \$75,000,000, compared with profits of \$1.29 and revenues of \$34,000,000 in 1955.

Any one or all of these investments could turn sour without destroying the foundations of the funds. And, as any fund salesman knows, there are go-it-alone folks who tackle small seemingly promising situations and emerge with financial scars that never heal.

The vendor of funds also is sophisticated enough to know that these growth-oriented funds make few mistakes and disasters are almost unknown. By training, they are nimble, knowing and unemotional.

The vendor of funds has only to tell his story and let nature take its course. He should not be dismayed if, on occasion, he must deal with people who insist on cutting their own hair and having themselves to counsel.

The Funds Report

Total net assets of **Bullock Fund Ltd.** amounted to \$74,960,232 on Oct. 31, an increase of \$18,807,186 for the fiscal year to date, Hugh Bullock, President, announced. Net asset value per share on Oct. 31 was \$14.71, compared with \$11.98 on Nov. 30, 1960.

Total net assets of **Canadian Fund, Inc.** amounted to \$41,447,558 at Oct. 31, an increase of \$3,873,445 for the fiscal year to date. Net asset value on Oct. 31 was \$18.57, compared with \$15.48 on Nov. 30, 1960, and \$18.14 at July 31, 1961.

Canadian Gas & Energy Investments, Ltd., in its quarterly report, put net asset value per share

at Sept. 30 at \$6.10, an increase of 23% since the end of 1960.

Channing Corp. reports operating earnings for the nine-month period ended Sept. 30 were \$134,128, equal to 11.3 cents per share. This represents the net operating profit after taxes of its financial division together with dividends and equity in undistributed net income from the insurance division. Also reported for the third quarter was a pro rata share of capital gains on the sale in 1960 of Nice Ball Bearing Co. in the amount of \$1,668,800, equal to \$1.41 per share. This item will total \$2,221,628, equal to \$1.88 per share, for the 1961 fiscal year, it was stated. No comparison can be made for the nine-month period ended Sept. 30, 1960, when reported earnings reflected net operating profits from Nice Ball Bearing and Chanslor & Lyon. Both of these companies, which comprised Channing's industrial division, were sold during 1960.

Kenneth J. Hanau, Jr., President of K & H Corrugated Case Corp. of Walden, N. Y., and Vermont Container Corp. of Bennington, Vt., has been elected to the Board of Directors of **Corporate Leaders of America**.

Energy Fund reports that at Oct. 31 total net assets amounted to \$26,727,582, equal to \$23.68 a share. This compares with \$12,527,983 of assets and \$18.70 per share a year earlier.

Individual and institutional investor purchases of the **Group Securities** mutual funds in October were \$2,898,835, or 89% above the September level and more than double the October, 1960, volume, according to Herbert R. Anderson, President. Nearly 60% of the amount invested in the Group Securities mutual funds in October, he said, was made up of single purchases of \$5,000 or more.

Growth Industry Shares announced the election of Harland H. Allen to the newly-created position of Chairman of the board. Philip Mullenbach succeeds him as President of the Chicago-based fund.

Lexington Income Trust reports that during the second half of its fiscal year, which ended Oct. 31, it made new purchases in Belle Isle Corp. and Republic National Gas. Over the same span it increased holdings of Fedders Corp., Interstate Department Stores and Seaboard Finance. It eliminated holdings of General Cable, National Steel, Southern Railway, Union Tank Car and Pacific Lighting Corp.

Combined assets of the **National Securities Series** of mutual funds reached an all-time high of \$545,668,656 on Oct. 31, according to the semi-annual report released by National Securities & Research Corp., sponsor and manager of the funds. At April 30 assets were \$536,552,329 and at Oct. 31, 1960, it was \$439,858,849.

Per share net asset value during the year rose in the Bond series to \$5.54 from \$5.30, in the Balanced to \$11.63 from \$10.12

and in the Income series to \$6.17 from \$5.52. The Stock series rose to \$8.81 a share from \$7.24 at Oct. 31, 1960, while the Dividend advanced to \$3.79 from \$3.42 and Growth Stocks to \$9.60 from \$7.80. The Preferred Stock series declined during the 12 months to \$7.09 from \$7.18.

Sterling Investment Fund reports that at Sept. 30, close of its fiscal year, net assets were \$4,563,256, up from \$4,023,276 at the start of the year. Net asset value per share rose to \$12.20 from \$11.40.

Red Rope Stationery Stock Sold

The first public offering of stock in Red Rope Stationery Industries, Inc., is being made by George, O'Neill & Co., Inc., New York City, and associates.

The George, O'Neill group is offering 160,000 common shares at \$3.50 per share.

Red Rope, based in Brooklyn, New York, makes stationery, school and office supplies and filing systems, distributed nationally under the trade marks "Accordian Brand," "Redskin," "Letha-Tone" and "Disc-Mate." Its customers are the large chain variety stores and mail order houses.

Net sales in the nine months ended June 30, 1961, were \$999,748 compared with \$1,071,123 the year before. Net income in the 1961 months was \$63,237, equal to 26 cents a share, compared with \$28,049, or 12 cents, the year before.

The company will use \$75,000 of the proceeds to buy equipment, \$60,000 to set up new manufacturing facilities, \$37,500 to pay notes and will add \$282,500 to working capital.

Form Rhodes & Co.

ENGLEWOOD CLIFFS, N. J.—Rhodes & Co., Inc. has been formed with offices at 429 Sylvan Avenue to engage in a securities business. Officers are Joseph S. Rhodes, President; Robert C. Finkelstein and Alfonso Landa, Vice-Presidents; Max Brown, Secretary and Treasurer; and Harry C. Westfall, Assistant Secretary and Assistant Treasurer.

Paine, Webber Adds

SAN FRANCISCO, Calif.—William J. Kirby has become associated with Paine, Webber, Jackson & Curtis, 369 Pine Street. He was formerly with Kidder, Peabody & Co. and Hooker & Fay.

Wald Research Common Offered

Offering of 65,000 common shares of Wald Research, Inc., at \$5 per share is being made by Martinelli & Co., Inc., New York City and E. R. Davenport & Co., Providence, R. I. Net proceeds will be used by the company for repayment of debt, purchase of additional equipment and inventory, and working capital.

The company of 79 Franklin Turnpike, Mahwah, N. J., is engaged in the design, development and manufacture of ground support equipment for the aircraft, missile and related industries. This equipment is utilized in the testing, transporting and servicing of both missiles and high speed aircraft, and is sold directly to the government and to prime contractors engaged in defense work.

Irving Weis Branch

Irving Weis and Company, members of the New York Stock Exchange, has opened a branch office at 505 Park Avenue, New York City, under the management of Kenneth Troy and Marvin Hollander. Irving Waxman is associated with the new branch as technical analyst.

Staats Adds to Staff

SAN FRANCISCO, Calif.—Walter M. Scott has become connected with William R. Staats & Co., 111 Sutter Street. He was previously with Hooker & Fay, Inc. and Dempsey-Tegeler & Co.

Henner Bros. Branch

DES PLAINES, Ill.—Henner Bros. has opened a branch office at 678 Lee St. under the direction of Walter Cahill.

P. Michael Branch

POMPTON PLAINS, N. J.—P. Michael & Co. has opened a branch office at 599 Newark Pompton Turnpike under the management of Anthony Galanti.

Raymond Moore Branch

SHERMAN OAKS, Calif.—Raymond Moore & Co. has opened a branch office at 14921 Ventura Blvd. under the management of Sylvan Title.

Now Nephler-Kingsbury

PONTIAC, Mich.—The firm name of C. J. Nephler Co., Community National Bank Building, has been changed to Nephler-Kingsbury Company.

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SECURITY TRADERS ASSOCIATION OF LOS ANGELES

At a recent meeting of the Security Traders Association of Los Angeles the following officers were elected for 1962:

President: Clemens

Leuker, Hill Richards & Co.

Vice-President: Delbert E.

Bakerink, Paine, Webber,

Jackson & Curtis.

Secretary: Kenneth O. Bar-

samian, Morgan & Co.

Treasurer: Norman Green,

Pledger & Co.

Governors: Patrick Sheedy,

Fairman & Co.; Val Valhoff,

Lester, Ryons & Co., and

Stephen Turner, Jr., Turner,

Poundexter & Co.



Clemens T. Lueker



Delbert E. Bakerink

Long-Term Interest Rate And Sales Finance Firms

Continued from page 3

electronics industry have reached maturity—to the dismay of some companies and their shareholders.

If our economy is to grow, if research is to be translated into new products promptly, if we are to be better housed, better educated, drive on a new highway system, attain a higher standard of living than we now enjoy, and shake hands with the man in the moon before Mr. Khrushchev does, then capital requirements may tend to outrun the volume of savings in the country. This will maintain pressures on money markets.

(4) The last major factor that disturbs me concerns this nation's adverse balance of payments and loss of gold. Are we likely to improve our trade balances through lower-priced goods? The evidence weighs heavily on the other side. Are we likely to reduce foreign aid and overseas military expenditures? Hardly, in the cold war game of wooing the new nation neutrals throughout the world.

A low level of interest rates in the United States will tempt foreigners with their tremendous dollar balances invested in Government bills to convert those balances to gold in order to invest in higher-yielding foreign obligations. Only a few weeks ago in Vienna we heard the warnings of our foreign central banker friends and witnessed the sad spectacle of the French Finance Minister—of all people—dressing us down for the prodigal handling of our balance of payments.

Sees Relatively High Interest Rates

With this background, it will come as no surprise then that in this economic environment, I expect interest rates will continue to be relatively high. There will be fluctuations in money rates to be sure; I expect rather sharp ones at times. But there will be no return to the days of easy money that we became accustomed to in the period from about 1930 to the early 1950s.

So much for the long look. Not where do we stand in the interest rate cycle presently?

The business recovery appears to be vigorous and broadly based. I would expect it to carry for a year; I hope, and would not be surprised, if we are on the threshold of a major prosperity period that will last considerably longer. I am an optimist on business.

Many thoughtful people are puzzled now by the seeming inconsistent behavior of interest rates. Despite improved business conditions, interest rates are hovering still around their recession lows. Bank loans are not increasing. New offerings of corporate securities are relatively scarce. Perhaps this recovery will be different and interest rates really won't rise. Don't you believe it!

Throughout the postwar period, during the early stages of business recoveries, bank loans have not increased much. Bank loans are followers of recovery, not leaders. The greatest annual gains in bank loans occurred in 1951, 1955 and 1959. Each of these years was a period of mature prosperity rather than one of an early business upturn.

Moreover, during the bottom of the interest rate cycle last spring, corporations borrowed more heavily on a long-term basis than they did in any other quarter in history. Corporate management is learning to time effectively its funding operations. This funding in itself has relieved pressure on bank loans.

As business activity continues

to rise, as the recovery matures, there will be a considerable increase in the amount of funds required by business to carry a larger volume of receivables and inventories and to finance greater capital expenditures. When that stage is reached, interest rates will again rise.

Operation "Open Mouth" and "Nudge"

Now just what contrary forces are operating to hold down the level of interest rates during a business boom in the economic environment that I have sketched. The fiscal authorities have used two methods; operation "open mouth" and operation "nudge."

Operation "open mouth", simply to talk down the level of interest rates, may have worked in 1951. It will fail in 1961. Professional investors have had 10 years to relearn the simple supply-demand factors of money. What did Lincoln say about not being able to fool the people all of the time?

Operation "nudge" — the purchase of longer term government obligations by the Federal Reserve Banks—can moderate fluctuations of interest rates. Practically speaking, it can not reverse trends. Operation "nudge" nudged only modestly during a recession when factors were favorable. During prosperity operation "push! push! push!" will be required. And a country beset by inflation, constantly refunding its debt, fighting a cold war and suffering an annual \$2 billion adverse payments balance can not "push." In effect, operation "push" means printing press money and all that the term implies. It is no way to defend a weakening dollar.

Federal Reserve Chairman William Martin said recently,

"In our country, the government cannot compel anyone to invest or lend his money at rates he is unwilling to accept, any more than it can compel anyone to borrow at rates he is unwilling to pay. That is a fact that no public authority can ever afford to ignore."

Simply put, it is my conviction that economic fundamentals will prevail over any words or actions of our fiscal authorities. Unique circumstances at the end of World War II permitted the fiscal authorities to control the level of interest rates. For this we paid a terrible price in a depreciating currency. Today the circumstances are changed, and our fiscal authorities no longer control their destinies.

Interest cost is far more important to sales finance companies than to most types of enterprise. I wish I could cheer them by predicting a return to the good old days when the prime bank rate was 1½%. I honestly can not. They must learn to live for a long time with a relatively high interest rate structure.

Beyond these facts of relatively expensive money and intermittent periods of tight money, I want to summarize briefly several other points that may influence financing plans.

(1) Strive to utilize fully the permitted leverage in one's capital programs. Given inflation and the present Federal income tax laws, maximum leverage of priorities will be necessary to realize reasonable shareholders' profits.

(2) Bank lines must be the foundation stone of a finance company's capital program. Expansion of bank lines, however, may prove to be more difficult in the future for three reasons:

(a) On an historical basis, banks are rather fully loaned even now.

(b) The banking industry's resources are not increasing as rapidly as several other forms of savings in the country. Further, bank assets have not grown as fast as the finance industry's during the post war years.

(c) Banks are increasing their direct operations in consumer financing.

Thus the banks may not be able to supply as large a portion of the finance industry's funds in the future as they have in the past.

(3) This same problem holds to a lesser extent for the sources of long-term funds. In the past, except for a few of the major finance companies, most of the finance industry's term debt issues have been purchased by a relatively few life insurance companies. The appetite of these institutions for such securities is becoming satiated they are not the eager investors now that they were a few years ago.

The finance industry's educational job is not ended. It needs to interest new sources of term funds—additional life insurance companies, pension funds, mutual funds, state funds, charitable funds.

(4) Management attitudes of open-mindedness and flexibility will be required to entice some of these new money sources. For example, maturity schedules may have to depart from past patterns.

I shudder to mention it, but during certain tight money periods it may be necessary to add so-called "sweeteners" to some debt issues in the form of warrants or partial convertibility. I hasten to add that we have not reached that point for most finance companies.

(5) I believe a case can be made for efforts to time more astutely security offerings. The attempt might be made to plan and budget capital needs perhaps several years ahead. Then try to time security offerings to the most favorable market conditions, whether or not you have a crying need for the funds immediately.

I recognize, of course, that constant budget revisions will be required and often mistakes will be made. On balance, however, I think a firm will finance more effectively and intelligently over the long pull than it will by leaving market timing completely to chance.

Nothing in what I have said is catastrophic; I doubt that the financing problem is even one of the worst ones. High interest rate structures have prevailed in other industrialized nations without impeding their progress.

An besides, I can always be wrong. The Greeks consulted their oracles regularly and still lost the world to the Romans.

*An address made by Mr. Gadiant before the American Finance Conference Convention, New York City, Oct. 26, 1961.

Monmouth Capital Corporation Stock All Sold

Meade & Co., 27 William St., New York City, reports that its recent offering of 100,000 shares of Monmouth Capital Corp., at \$10 per share, has been all sold. Proceeds will be used by the company for investment.

The company whose address is First National Bank Building, Main Street, Freehold, N. J., is licensed under the Small Business Investment Act of 1958 and plans to invest its funds in small business concerns representing a wide variety of industries and companies. Although the company may legally provide funds to eligible small businesses throughout the U. S., it expects to do its major business with firms located in central New Jersey.

With Francis I. du Pont

(Special to THE FINANCIAL CHRONICLE)

BOSTON, Mass.—Manuel H. Tishler has become affiliated with Francis I. du Pont & Co., 94 Federal St. Mr. Tishler who has been in the investment business for many years has recently been with Warner, Jennings, Mandel & Longstreth and Schirmer, Atherton & Co.

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STATE OF TRADE AND INDUSTRY

Continued from page 7

ary, even the largest producers will be running full on flat-rolled products. It will be necessary once again for users to get orders in 45 days before the month in which they expect delivery.

What's more, steel buyers will be laying in big inventories to protect themselves against a possible strike when the steel industry's labor agreement expires on June 30.

If they increase their stocks by a month's supply, steelmaking operations will average at least 80% of 1960 capacity in the first half of 1962 (vs. about 72% currently). If they up their inventories by two months, steelmaking will average 90% of 1960 capacity in the first half.

If the inventory buildup is orderly, no one should have trouble getting what he needs. Some steel users are already looking ahead.

Ford purchasing officials are asking suppliers to accumulate steel prior to May 31 to cover Ford's requirements through September and maintain a normal steel inventory at the end of September.

At Chevrolet Division of General Motors Corp., the objective is to have enough steel on hand to complete the 1962 model run—it will phase out in July—and get a full month's production of '63s.

At Chrysler Corp., the inventory target is a three-month supply by May 31.

Appliance manufacturers are not far behind the automakers in inventory planning. They just have not been as specific.

Oil companies are saying that their aim is to have a 60-day supply of tubing, casing and drill pipe in storage by June.

And some of the smaller can companies have given the mills sizable tin plate releases for December and are making first quarter commitments.

Steel production is expected to recover this week to around the 2,037,000 ingot ton level. The Thanksgiving holiday reduced output to 2,015,000 tons last week, Steel magazine estimates.

The scrap price trend is still uncertain. The market appears to be steady at most centers following recent sharp reductions, but the outlook is blurred by lagging domestic and export demand. Steel magazine's composite price on No. 1 heavy melting grade held at \$33 a gross ton.

Production of New Model Cars This Week Was Highest Since 1955 in Effort to Establish a New Model Car Record by Dec. 31

Car output this week was the highest for any similar period since 1955 in the quest to produce a record number of new model cars by Dec. 31, Ward's Automotive Reports said.

Ward's estimated 125,743 automobile assemblies this week, an 18.5% decline from 154,230 last week due to the Thanksgiving Day holiday.

This week's volume rose 13.2% above 111,091 in the same week last year and was highest for the period since 151,799 during Thanksgiving Day week of 1955.

The week's operations, with virtually all but several Chrysler Corp. plants resumed operations on Friday, Nov. 24, and many scheduled overtime Saturday bringing the number to 1,585,900 of 1962 models produced thus far, Ward's said.

Of the cumulative count, 67,800 are the new Chevrolet II, Ford Fairlane and Mercury Meteor models. The three brands took 8.6% of this week's output.

The statistical agency said this week's robust operations are in keeping with plans to produce a record number of 2,300,000 new model cars by Dec. 31, topping both the present record of 2,215,-

000 new models produced by the same date last year and 1,500,000 by the end of 1955, when model changeovers were at a later date.

Ward's said GM plants took 51.2% of this week's car output, Ford Motor Co. 29.4%, Chrysler Corp. 10.6%, AMC 7.2% and S-P Corp. 1.6%.

Truck output this week was counted at 20,918 vehicles, with next week to include the 1,000,000th unit since Jan. 1.

Business Failures Drop in Thanksgiving Week

Commercial and industrial failures fell off sharply in the holiday-shortened week ended Nov. 23 to 238, the lowest level since early July, from 308 in the preceding week, reports Dun & Bradstreet, Inc. Continuing to decline for the third consecutive week, casualties dipped moderately below their comparable level of 276 a year ago and also fell short of 268 occurring in 1959. Some 5% fewer businesses failed than in the similar week of pre-war 1939 when the toll stood at 252.

Twenty-six of the week's casualties had liabilities in excess of \$100,000 as compared with 37 a week earlier and 36 last year. In fact, failures of this size were the lowest since the first week of June this year. There was also a decline among smaller casualties with losses under \$100,000 to 212 from 271 in the previous week and 240 in the corresponding week of 1960.

All industry and trade groups had lower tolls during the week. Manufacturing failures fell to 39 from 60, retailing to 121 from 140, and construction to 36 from 57. Somewhat milder dips occurred in wholesale trade, off to 18 from 25, and in commercial services, down to 24 from 26. Despite these declines, retail casualties matched their 1960 level and service edged slightly above its year-ago total. Other lines had appreciably lower mortality than last year.

Six of the nine major geographic regions reported a holiday downturn of casualties. The Middle Atlantic States had a steep drop to 65 from 80, the Pacific States to 48 from 66, the East North Central to 52 from 75, while the South Atlantic toll fell moderately to 25 from 37. Only two regions suffered heavier failures during the week—the West North Central and Mountain States. There was no change in the East South Central. Geographic trends from 1960, however, were mixed. Five regions reported tolls lower than last year, but three had more failures and one area held even.

Lumber Shipments Were 7.4% Above Same Week in 1960

Lumber production in the United States in the week ended Nov. 18, totaled 219,132,000 board feet compared with 220,891,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 213,309,000 board feet.

Compared with 1960 levels, output climbed 2.7%, shipments advanced 7.4%, and orders rose 7.6%.

Following are the figures in thousands of board feet for the weeks indicated:

	Nov. 18 1961	Nov. 11 1961	Nov. 19 1960
Production	219,132	220,891	213,309
Shipments	222,871	229,459	207,572
Orders	209,918	224,400	195,070

Electric Output 10.4% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Nov. 25, was estimated at 15,330,000,000 kwh., according to the Edison Electric Institute. Output was 348,000,000 kwh. below that of the previous week's total of 15,678,000,000 kwh.

and 1,446,000,000 kwh., or 10.4% above that of the comparable 1960 week.

Freight Car Loadings for Nov. 18 Week Declined 2.4% Below Preceding Week

Loading of revenue freight in the week ended Nov. 18 totaled 590,642 cars, the Association of American Railroads announced. This was a decrease of 14,415 cars or 2.4% below the preceding week.

The loadings represented an increase of 23,081 cars or 4.1% above the corresponding week in 1960, but a decrease of 39,253 cars or 6.2% below the corresponding week in 1959.

There were 12,596 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Nov. 11, 1961 (which were included in that week's over-all total). This was an increase of 1,802 cars or 16.7% above the corresponding week of 1960 and an increase of 4,312 cars or 52.1% above the 1959 week.

Cumulative piggyback loadings for the first 45 weeks of 1961 totaled 511,002 for an increase of 26,413 cars or 5.5% above the corresponding period of 1960 and 149,816 cars or 41.5% above the corresponding period in 1959. There were 59 class I U. S. railroad systems originating this type traffic in the current week compared with 54 one year ago and 50 in the corresponding week in 1959.

Intercity Truck Tonnage for Week Ended Nov. 18 Was 9.5% Above The Volume for the 1960 Week

Intercity truck tonnage in the week ended Nov. 18 was 9.5% ahead of the volume in the corresponding week of 1960, the American Trucking Associations reported. Aggregate truck tonnage for all cities surveyed was virtually unchanged from that of the previous week of this year.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

The terminal survey for last week showed increased tonnage from a year ago at 28 localities. Six points reflected tonnage decreases from the 1960 level. Truck terminals at Salt Lake City and Charlotte registered increases of 31.3 and 28.7%, respectively. Traffic at nine other terminal cities showed tonnage gains of more than 15%.

Compared to the immediately preceding week, 12 reporting metropolitan areas registered increased tonnage while 21 areas reported decreased tonnage. Denver terminals showed no over-all change. All week-to-week changes were within a relatively narrow range considering that the earlier week contained Election Day and Veterans' Day. These holidays have tended to affect traffic somewhat more at some trucking centers than at others during past years.

Wholesale Commodity Price Index Turns Up From Low of Prior Week

Boosted by increases in grain and livestock prices, the general wholesale commodity price level rebounded in the week ended Nov. 27, reports Dun & Bradstreet, Inc. Turning up from the six-month low of a week ago, the index reached the highest point since Nov. 2 and exceeded considerably its comparable 1960 level. Quotations at wholesale were substantially higher this week for wheat, corn, rye, oats, hogs, steers and lambs.

On Monday, Nov. 27, the daily wholesale commodity price index climbed to 272.35 from 270.69 in the preceding week and remained

appreciably above the 262.74 on the similar day last year.

Wholesale Food Price Index Dips Lower Than Previous Week And Last Year

After edging up for two weeks, the wholesale food price index, compiled by Dun & Bradstreet, Inc., dipped fractionally this week and remained considerably below the comparable year-ago level. On Nov. 28, it was off 0.2% to \$5.92 from \$5.93 in the prior week and fell 4.2% below the \$6.18 on the corresponding day of 1960. This marked the eighth consecutive week the index has continued below last year's levels.

Down in wholesale price this week were rye, barley, hams, bellies, cheese, cottonseed oil, eggs and lambs. On the other hand, only six foods quoted higher: wheat, corn, oats, cocoa, steers and hogs.

The Dun & Bradstreet, Inc. wholesale food price index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

Consumer Buying Accelerates for Week Ended Nov. 22

Retail purchases gained momentum in the week ended Wednesday, Nov. 22, and surged appreciably above the comparable year-ago level. While Yule buying accounted for some of the rise, most of the pick-up was in ready-to-wear, where fall weather at last boosted volume, and in furniture, television and automobiles. Improvement was noted in nearly all parts of the country, with dull activity reported only in one city beset by a transportation strike and in one soaked by heavy rains.

The total dollar volume of retail trade in the week ended this Wednesday ranged from 2 to 6% higher than last year, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from comparable 1960 levels by the following percentages: New England —2 to +2; Middle Atlantic —1 to +3; East South Central 0 to +4; South Atlantic and West South Central +1 to +5; Mountain +2 to +6; West North Central +3 to +7; East North Central and Pacific +4 to +8.

Nationwide Department Store Sales Increased 6% Over The 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index reported a 6% rise for the week ended Nov. 18, 1961, compared with the like period last year. For the week ended Nov. 18, sales were 4% higher than last year. In the four - week period ended Nov. 18, 1961, sales advanced 4% over the corresponding period in 1960.

According to the Federal Reserve System department store sales in New York City for the week ended Nov. 18 were 4% higher than compared with the same period last year. In the preceding week ended Nov. 11, sales were 4% higher than the same period last year. For the four weeks ending Nov. 18, a 3% increase was reported above the 1960 period while from Jan. 1 to Nov. 18 a 2% increase over sales in the comparable period of 1960 was recorded.

Now Mulford Wakeman

WASHINGTON, D. C.—The firm name of Consolidated Securities of Washington, D. C., Inc. has been changed to Mulford Wakeman and Company Incorporated, and offices are now located in the Premier Building, 1725 Eye St., N. W. Paul M. Wakeman is a principal of the firm.

Home Loan Banks Name Knowles

The Federal Home Loan Banks have announced that Alan C. Knowles has been appointed Fiscal Agent of the Banks, succeeding Everett Smith who is retiring after 25 years in that position. Mr. Knowles, heretofore Deputy Fiscal Agent of the Banks will make his office in New York City. He became associated with the Banks in 1953, prior to which he was with Townsend-Skinner & Co., Inc., New York City.

The Federal Home Loan Bank System was established in 1932 to promote the encouragement of thrift and home ownership through private enterprise. The Federal Home Loan Banks, 11 in number, are reserve credit institutions serving approximately 4,800 savings and loan associations, cooperative banks, and homestead associations which make up the membership of the System. On Nov. 15, 1961 the Home Loan Banks had outstanding notes and bonds totaling \$1,573,525,000 issued through the Fiscal Agent in connection with financing home mortgage loans to members of the Home Loan Bank System.

Abby Vending Mfg. Corp. Stock Sale

An offering of 100,000 common shares of Abby Vending Mfg. Corp., at \$3 per share is being made by L. H. Wright Co., Inc., 135 Broadway, New York City. Net proceeds will be used by the company for moving expenses, acquisition of a new type gum-ball machine, working capital, and for financing vending machine sales.

The company of 79 Clifton Pl., Brooklyn, N. Y., manufactures and sells a variety of small, single coin vending machines which sell postcards, stamps, newspapers, lipstick, etc. and sells a variety of hobby cards, printed for it by others, for distribution in its hobby card vender.

Julyn Sportswear Class A Offered

Offering of 125,000 class A shares of Julyn Sportswear, Inc., at \$5 per share is being made by Mortimer B. Burnside & Co., Inc., 40 Wall St., New York City. Net proceeds will be added to the company's working capital and used to purchase additional inventories and finance increased accounts receivables.

The company of 237 W. 35th St., New York City is a large producer of maternity sportswear coordinates and Misses, Junior and Children's popular priced sportswear. Its products are sold to retail, department and chain store operators, as well as to mail order institutions. These items retail primarily in the \$3 to \$13 price range with the major portions selling at between \$2.98 and \$8.98.

Joins Paine, Webber

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Theodore T. Goodkin has joined the staff of Paine, Webber, Jackson & Curtis, 626 South Spring Street. He was formerly with Shearson, Hammill & Co.

With Sutro & Co.

(Special to THE FINANCIAL CHRONICLE)

FRESNO, Calif.—Harold R. Gardner is now with Sutro & Co., 2132 Tulare Street. He was previously with E. F. Hutton & Co.

A Prescription for Making America Sound and Strong

Continued from page 12

ties and do without some things in order to meet our obligations.

The obvious answer to the increased military expenditures is not to raise taxes and to increase indebtedness, but rather to curtail or abolish unnecessary activities, to eliminate non-essential spending, to postpone costly, non-vital projects, and thus to do without until the priority objective is attained.

In a quotation attributed to the French author, Alexis de Tocqueville, the dangers of loose fiscal policy were stated as follows:

"A democracy cannot exist as a permanent form of government. It can only exist until the voters discover they can vote themselves largess out of the public treasury."

Without comment may I cite the following statistics concerning those who derive all or a portion of their support from our public treasury:

Federal Government Employees	2,400,000
State & Local Govt. Employees	5,300,000
(not incl. School Employees)	
Social Security Retirement	
Benefits	14,300,000
Veterans Administration	
Pensions and Compensation	4,500,000
Total	26,500,000

This is not a forum to debate the wisdom of the increased Social Security benefits, the medical program, Federal housing, reclamation, Federal aid to education, atomic power, urban renewal, and a host of other programs.

Ours is a forum, however, to constructively propose that when this nation is in peril, we temporarily forego vast expenditures in some of these areas and divert the funds toward our primary goal of survival. It is my sincere conviction that we must cease to face every crisis by maintaining all fringe benefits and levying additional taxes and controls on our economy. This is not sacrificing; this is economic suicide.

III. Labor Policies

An essential ingredient in a vigorous economy is a proper balance between labor and management which protects the rights of both, and at the same time provides the greatest benefits for all consumers. Free collective bargaining under existing labor legislation has provided a mechanism under which labor and management have, to a large degree, successfully resolved their differences. Unfortunately, there now seems to be a tendency to make government intervention, or the threat of it, a matter of common policy rather than a rarely used last resort. Throughout history there have been innumerable attempts on the part of governments to control artificially the laws of economics in respect to wages and prices. Never have these attempts been successful. Always they have produced an economy of scarcity, chaos, and confusion. I believe business will expand if collective bargaining and consumer acceptance in free competition are allowed to set wages and prices.

Responsible Americans must also realize that powerful labor unions exert political and economic influence far beyond that to which they are justly entitled. Local law enforcement in labor disputes more often than not fails to uphold existing laws and to protect property and human rights. The fact that unions are able to draw upon their vast treasuries for political purposes while business is prohibited from using corporate funds for those same purposes represents an imbalance that must be corrected.

When this imbalance is corrected (and I am certain it will be in time), the tremendous political

power of the labor bosses will be restored to its proper perspective and the entire economy will benefit thereby.

Furthermore, to promote an expanding economy, the fruits of technology must be made available to all consumers in the form of lower prices, not exclusively harvested by labor in the form of higher wages.

IV. Clarification of Anti-Trust Policies

The most positive step necessary to encourage the business community of the United States to expand and to seek new markets is a clarification of the antitrust policies of the government. For the last two decades no legal counsel has been in a position to advise his employer accurately as to the precise limitations and restrictions of existing statutes. What is legal one day becomes the subject of prosecution the next. In fact, on occasions it has appeared to me that some people in government believe that "being big is automatically bad."

On occasions the Department of Justice seems to be seeking for ways to place roadblocks in the way of business expansion. The recent restrictions against bank mergers is but one instance. Similarly, on occasion, the Internal Revenue Service, by refusing to state its position, has completely ignored the practical difficulties created by its silence. It is no great trick to destroy business. The real art of government is to nurture business in its broadest definition so that all the nation and all the people can benefit. When so much attention is being focused on morality of business, isn't it time some attention is also focused on the morality of government?

People in and out of government must be made to understand that if our nation is to achieve a gross national product of \$595 billion and provide tax revenues each year of \$85 billion, then it must of necessity contain industrial complexes of vast magnitude. No responsible business leader condones collusion to fix prices or conspiracy to violate anti-trust statutes. By the same token, however, no intelligent businessman supports the present confusion of anti-trust policies, which vary from day to day as to what the laws mean.

V. Harassment

For the last several decades it has become popular to harass business and at every opportunity to suggest new methods of regulation and control. Some politicians have made reputations by exhorting businessmen because they—"sold at too low a price." Others have gotten the limelight by allegations that industries sold—"at too high a price."

Such inconsistencies seldom seem to trouble business' critics. Business-baiting has become too popular a sport for them to worry about consistency or the lack of it, or about facts or the lack of them. Unfortunately, moreover, some officials seem not to be able to distinguish between issues and personalities. The disability of the kind of personal harassment in which some government officials indulge lies not so much in the wounded sensibilities of their victims—but in the debasement of the democratic processes, in the deliberate distortion of viewpoints meriting consideration, and in the reluctance that it engenders among executives to expose themselves to almost certain vilification if they try to contribute their special talents to government. Isn't it time to call a halt to

harassment for harassment's sake and to limit the regulation and control of government to those facets that are absolutely essential for the national defense?

VI. Regulatory Agencies

At one time abuses in certain areas created the necessity for regulatory agencies in the Federal government. Primary examples are the Interstate Commerce Commission and the Securities and Exchange Commission. However, the medicine of the regulatory agencies now threatens to kill the patient. Regulatory agencies, amounting to over 68 in number, have become substitutes for the regular legal, judicial, and executive process of the government. When originally conceived, the administrative actions of these agencies were to be subject, on their own merits, to review by the courts. But because of the vast multitude of the agencies' regulations, they now have all the practical force and effect of the law. Seldom can business appeal successfully.

Regulatory agencies not only promulgate the law through their regulations, they execute the law by finding business in violation of their edicts, and adjudicate the law in their own trial examiner hearings. One of the worst features of this growth of the almighty independent agency is that the individuals manning the various boards and commissions have long tenures of office, are political appointees, and have absolutely no responsibility to the people. It is no wonder, therefore, that the field of administrative law, as it affects business in buying, selling, shipping, hiring, firing, investing, and numerous other important areas, can only be described as a morass.

Furthermore, the control within the regulatory agencies is seldom exercised by the nominal heads. Frequently policies are established by civil service employees in job classifications far below the grade one would expect for individuals charged with these responsibilities. Thus it is that in many instances, an unheard of, unknown employee in a regulatory agency can make a pronouncement vitally affecting the entire American business community.

Recently there have been attempts even to expand the authority of these regulatory agencies and to delegate even more authority to those in lower positions within the agency. Thus far, these attempts have not been successful, but they are indicative of the problem which faces the business community.

As a businessman, I feel the government should re-examine the functions of many of these regulatory agencies in accordance with the recommendations which have already been made by many of the Hoover Commission task forces—to limit in extent the powers of these agencies, to provide for speedy judicial review in important cases, and to restore to the people the people's business.

VII. Unfair Competition

The American business community has thrived on free and open competition; and the American business community is perfectly willing to invest its money and take its chances, provided it is allowed to enjoy equal opportunity and fair competition.

It would be a very positive step for the government of the United States to get out of those businesses which can be performed by American industry. It is fantastic for the Government of the United States to take tax money from individuals and corporations, and then to compete with them in the operation of everything from ice cream plants to power plants and industrial complexes.

For years there has been a great clamor on the subject of

getting the government out of business. Frankly, in my opinion, on the basis of statistics available, very little seems to have been done.

The second area of unfair competition to which I would like briefly to allude concerns that of cooperatives. The theory of the cooperative, like that of the regulatory agency, was sound in its beginning. Few could object to a group of individuals combining their purchasing power in order to procure commodities at a reduced unit price. Business executives today have little quarrel with what is referred to as "on the farm" cooperatives which are legitimately engaged in the business for which they have been chartered. No one, however, can justify the organization of a profit-making company engaging in manufacturing, refining, sales, and distribution which accumulates vast sums of money which are undistributed, and yet which pays no corporate tax. Corporations should not be forced to compete with others engaged in the same business on a volume basis when one is required by law to pay a 52% corporate tax, and the other markets its products tax-free.

The growth of the competitive free enterprise system would certainly be encouraged if the obvious corrective measures were taken in this area.

VIII. Government Appointees

In many ways, one of the most frustrating and disheartening experiences is to read the announcement of the appointment of an individual to a high government position exercising vast authority over the business community when I know that he is hostile to the very economic beliefs upon which this nation is predicated.

With rare exceptions, we in the business world are familiar with the economic philosophy of prominent people. We generally recognize the followers of John Maynard Keynes and Harold Laski. We read enough to identify Fabian socialists and the followers of Hjalmar Schacht.

It is distressing when the television and newspapers report, as they frequently do, that persons of this type will be officially enunciating our economic doctrines. How refreshing and how positive it would be if the local, state, and national governments delegated authority only to individuals who were well known advocates of our economic system. An upsurge of enthusiasm would occur among American business and professional leaders if outspoken advocates of American free enterprise staffed the boards, the commissions and the advisory positions from which emanate the political power over labor and management. This would practically guarantee a resurgence in American business.

Conclusion

In my brief comments I have indicated some specific instances in which government programs have a vital impact on American business and business expansion. Every one of the points which I have mentioned is actually a political decision, and can only be accomplished by political action.

As American citizens we, who are especially concerned with business management, recognize that many of the past and proposed government programs will be wrecked on the rocks of economic reality. We have an obligation and a responsibility, therefore, to make our voices heard. Ours is a political system.

It is incumbent upon each of us to participate in the party of our choice at the local level and at the national level, and to give to politics, as citizens, a portion of our time and talents and money. Furthermore, we must serve in government when the

specialized skills we possess are needed.

As individuals and as management officials we have a responsibility to encourage our associates and our employees to participate in the political party of their choice so that some of the positive programs which are for the benefit of our entire economy can be translated into political realities.

May I suggest to you that the marvel of our society is that it was based on individual responsibility, liberty, and opportunity. Regimentation, regulation, and government controls are as old as the ages.

From the tyrannies of Egypt to the modern barbarians of the Soviet Union, the techniques of totalitarianism have remained the same. The United States has been unique because its people accepted political responsibility and guided their own lives and destinies right from the beginning. We will remain great and become greater only insofar as we refuse to deviate from the fundamental principles upon which this political edifice was reared.

American business can meet any challenge that the future may bring, but we must meet it unshackled, unfettered, and free. We in the business world must not abdicate our authority to the ivory-towered socialists or fuzzy-minded theorists.

Today there are undoubtedly many of us who can assist in recommending to government the positive programs which will guarantee American business expansion. There is a vital task to be done. All of us must help in it.

*An address by Mr. Swearingen at Texas Mid-Continent Oil & Gas Association Annual Meeting, Fort Worth, Texas.

Adrian Steel Stock Offered

Morrison & Frumin, Inc., Detroit, Mich., is offering publicly 100,000 shares of this firm's common stock at \$2.50 per share. Net proceeds will be used by the company for the repayment of debt, purchase of additional equipment and inventories, and for working capital.

The company of 906 James St., Adrian, Mich., is engaged in production and welding of sub-assemblies for a major vendor in the automotive industry and in the manufacture of sheet metal cabinets, control boxes, curing and storage racks. Adrian also plans to produce roof type air conditioning units and combined air conditioning and heating units for use in commercial and industrial buildings.

Kaiser Elec. Common Sold

Schirmer, Atherton & Co., Boston, is offering 50,000 common shares of Kaiser Electronics, Inc. at \$4.50 per share.

The company expects to use the proceeds for repayment of short-term obligations, development and production of new products, purchase of additional test and production equipment, to increase its inventory and to add to its working capital.

Kaiser Electronics of Union, N. J. was incorporated in 1957 as Semiconductor Devices Corp. and adopted its present name in 1959. It designs, manufactures and sells electronic power conversion equipment using either transistors or vacuum tubes. Its products are used in electronic assemblies which require a precise source of power and which are used in production of such items as missiles, aircraft, computers, etc.

Monetary Policy Toward Nonbank Institutions

Continued from page 14

such a character and have varied over time so much that statistical series making use of the distinction between demand and time and savings accounts cannot be relied upon as good quantitative measures of the comparative extent of commercial bank activities in the two fields.

The other situation leading to confusion in thinking regarding the role of financial institutions other than banks is the efforts of such institutions to enter the money-creating domain of commercial banks or at least to make themselves look as much as possible like commercial banks. Because of the advantages of acquiring earning assets by the increase of liabilities which are themselves means of payment, nonbank institutions are tempted to try to add money-creating activities and thereby increase their earning assets by larger amounts than the savings they are able to attract. This is the same temptation that confronts commercial banks and leads them, unless restrained by Government controls, to expand their business at a rate that provides excess circulating medium and results in inflation.

Instead of permitting nonbank loan institutions to look and act more like commercial banks, it would be better public policy to move in the other direction, that is, to promote a more clear and real distinction than now exists between commercial banks as money-creating institutions and the various types of financial institutions and the various types of financial institutions that collect savings for loan and investment. With the complicated financial structure of the modern world we are likely to find such a change in our financial institutions becoming urgent in order to make monetary policy clear and effective. Accordingly, I would suggest that the Congress should consider the advisability of legislation that would induce commercial banks to make a clear differentiation between their circulating medium activities and their activities as savings-investment intermediaries. This might be done by requiring all banks that have deposits transferable by check, or issue negotiable demand certificates of deposit, to keep reserve balances with the Federal Reserve banks, at a uniform rate, against all of their deposits other than the amount redeposited in another bank, and by permitting them to organize affiliated institutions for the collection and investment of savings and time deposits. The assets, liabilities, and capital funds of such affiliated institutions should be fully segregated from those of the commercial banks. Under this arrangement, savings deposited in the affiliated institutions would not be subject to the reserve requirements and interest rate limitations applicable to deposits in the commercial banks.

Payment of Interest on Demand Deposits

Payment of interest on demand deposits is another topic recently discussed that is also associated with the velocity problem and the respective roles of money-creating and savings-investment institutions. I will comment here on four arguments that have been advanced in favor of permitting

banks to pay interest on demand deposits.⁷

One of these, recently mentioned by Professor Milton Friedman, is that prohibitions of interest on demand deposits is governmental price fixing, and the reasoning used in the 1930's to justify this intervention into economic affairs—that payment of interest on deposits had induced banks to acquire risky assets and thus contributed to the banking collapse—was fallacious.⁸ Whether or not this argument had validity at that time, it is inapplicable today, and if continuation of the prohibition is desirable, it must rest on other grounds.

Another argument, also cited by Friedman, for permitting banks to pay interest on demand deposits is that the creation of money is an almost costless process, and that in consequence prohibition of interest on such deposits leads to a waste of real resources in the form of bookkeeping and other costs incurred by individuals and enterprises in attempting to economize the cost, in the form of interest foregone, of holding cash balances. This cost would be avoided, it is argued, if interest were paid on demand deposits.⁹ This seems to me dubious. Banks incur costs in acquiring assets, storing them, keeping records of depositors' balances, and maintaining arrangements for transferring them into cash or transferring them to someone else upon demand. Such costs, of course, may be comparatively small if depositors are charged for all actual transfers. But they are sufficient to inhibit banks from paying as high rates of interest to depositors as the income obtained on the assets acquired, or as high as the depositors could obtain by acquiring other forms of liquid assets. Depositors who watch their costs closely would still bear the bookkeeping and other costs involved in comparing the convenience, risk, and income from holding demand deposits with those attached to other forms of liquid assets.

A third argument against prohibition of interest on demand deposits, advanced by George Tolley and approved by Friedman, is related to the foregoing and is also based on the idea that the creation of fiduciary money is an essentially costless process.¹⁰ Efforts to minimize the loss of interest involved in holding cash balances, it is argued, lead not only to unnecessary bookkeeping costs but also to the holding of smaller than optimum cash balances in real terms. I find the significance of this argument very hard to grasp. As put forth by Tolley, it suggests, as he recognizes, payment of interest on currency holdings also, which he believes would involve no particular difficulty though he does not discuss its practicality, and seems to imply leaving control of the stock of money to bankers and the users of currency and deposits. But if the stock of money is subjected to a constant rate of growth, as Friedman recommends, and as Tolley also implies by referring to "a given growth," this argument, it appears, must really relate to monetary velocity—that is, to the contention that nonpayment of interest on demand deposits induces instability, or an inappropriate rate, of monetary velocity.

The fourth argument—or the preceding one in another form—for permitting banks to pay interest on demand deposits relates to the impact on velocity of a zero

yield on such balances. To quote from a recent lecture by Professor Richard Selden in which this problem is discussed: "... when interest rates fall, the cost of holding money falls by the same absolute amount, the quantity of real balances demanded rises, and velocity declines. If interest were paid on demand deposits," Selden continues, "there would be some tendency for the yield to decline when other interest rates declined, and the cost of holding money, and velocity, would therefore fall by smaller amounts."¹¹ The inference is that prohibition of payment of interest on demand deposits, by inducing velocity changes, tends to interfere with the stabilizing effect of a steady-growth monetary policy. Statistical data suggesting a correlation between cyclical changes in monetary velocity and the rate of interest seem to support this point of view. This argument may have some validity—at least one cannot say that it is illogical or unreasonable. But its practical importance may be questioned. As Selden recognizes, any observed statistical correlation between cyclical changes in interest rates and monetary velocity may be due entirely, or almost entirely, to other factors—notably the fact that changing business conditions and expectations tend to influence velocity and interest rates simultaneously. Also, if the incentive to economize on holding cash balances is eliminated and such balances become closely akin, as income-earning property, to other forms of liquid assets, would not velocity tend to decline but still be subject to variation, perhaps in a less predictable manner, thus making more difficult, rather than less, the use of a steady-growth monetary policy in the interest of economic stabilization?

In contrast to the views I have been commenting upon, I would offer for consideration the idea that we should look at holdings of money in a way similar to holdings of other sorts of inventories. We do not assume that holders of other kinds of inventories should receive a cash interest on their investment in such inventories. That is to say, what is unreasonable in an assumption that relinquishment of an alternative income is the appropriate charge for the service of holding resources in the form of a generalized claim on any kind of goods and services available in the economy, ready for instant use at any time? If this does not result in a precise allocation among the different depositors of the costs of creating, holding, and transferring money in the form of deposits, the situation is no different than in any other industry where there are joint costs and charges to individual customers are not, and in fact cannot be, tailored precisely to the costs of providing the services to each customer. Precision in matching charges with costs will not occur even if banks pay interest on demand deposits.

The proposal to remove the prohibition of payment of interest on demand deposits also ignores an essential difference in nature between interest on money as such, and interest on a loan of money. If interest is paid on money itself, the borrower of money would both pay and receive (the latter until he used the money) and the lender would both relinquish and receive, interest on the sum borrowed. What economic sense would there be in such a procedure? When money, used as a medium of exchange, is received, it is obtained by parting permanently with other resources; when it is held as a store of value, for short or long periods between usages as a medium of exchange, it is the most generalized form of value-storage, that of an instantly-usable claim on any avail-

able goods and services in the economy (at current offering prices); and when it is loaned, that claim is relinquished (for a time) by transfer to someone else. That is to say, interest on liquid assets other than money serves an essential economic function, that of an inducement and reward for parting with resources or with the most generalized type of claim on resources, and of placing them or that claim, for a time, at the disposal of someone else. Interest on money held is not a payment for relinquishing resources or a generalized claim on resources. If there are valid reasons for payment of interest on commercial bank demand obligations, they are different from those pertaining to other types of obligations of banks or other financial obligations, and I am unacquainted with them. We should be careful not to apply to discussions of interest on demand deposits arguments pertaining to interest on non-money forms of liquid assets.

In addition, one of the necessary conditions for good monetary policy—that is, for maintenance of an appropriate limitation on the stock of the circulating medium provided by banks—is ability to ascertain what that quantity is at any time and to know at what rate it is changing. The ability of a central bank to do this is handicapped when bank obligations usable as money are issued in such a fashion that it is impossible to gauge the dominant motivation for holding them. That is to say, for effective monetary control it is essential to have as clear as possible a demarcation between deposits held primarily as circulating medium or money, on one hand, and those held primarily as income-earning (in the sense of interest-bearing) assets, on the other. Payment of interest on demand deposits would increase the difficulty, which is already great, of making this demarcation.

Another facet of this problem that needs consideration is whether payment of interest on demand deposits would tend to enhance the stickiness and raise the general level of the rate of interest charged by banks on loans, and consequently have a similar influence on interest rates throughout the economy. Competition of banks with each other, and with other individuals and enterprises in the economy, for interest-bearing assets is an important element in the complex of forces tending to bring about adjustments in interest rates to changing demands for new loans and existing fixed-yield investments. There has long been a strong customary element in bank charges—for example, the traditional 6% on loans to a large proportion of bank customers—that tends to interfere with such adjustments, and price agreements regarding service charges are common among banks in particular localities. Would not the rate paid on demand deposits, if interest is permitted, also become customary or the subject of price agreements, and thus lack the flexibility necessary to achieve the effect Selden anticipates? Would not such a rate then be regarded by bankers as a necessary cost and lead to maintenance of higher rates on loans and higher service charges on accounts than would otherwise prevail?

⁷Revision of portion of a talk at a workshop in monetary economics, College of Business and Public Service, Michigan State University, May 12, 1961. Views expressed are personal opinions only.

Form Lee-Mor Inv.

JAMAICA, N. Y. — Lee-Mor Investors has been formed with offices at 168-12 Hillside Avenue to engage in a securities business. Partners are Leon Luxenberg and Maurice Goller.

Dealer Broker Literature

Continued from page 8

interesting low-price-earnings issues.

Union Electric Steel—Data—The Kentucky Company, 320 South Fifth Street, Louisville 2, Ky. Also available are data on **Konka Toys, James B. Beam Distilling Co., and Heublein.**

Union Tank Car—Review—Pennington, Colket & Company, 70 Pine Street, New York 5, N. Y. Also available are reviews of **Westinghouse Air Brake and Panhandle Eastern Pipe Line.**

United Carbon—Memorandum—Dreyfus & Co., 2 Broadway, New York 4, N. Y.

U. S. Components, Inc.—Report—Arden Perin & Company, Inc., 510 Madison Avenue, New York 22, N. Y.

Universal Moulded Fiber Glass Corp.—Analysis—J. R. Williston & Beane, 2 Broadway, New York 4, N. Y.

Universal Oil Products Company—Analysis—Carl M. Loeb, Rhoades & Co., 42 Wall Street, New York 5, N. Y. Also available are reviews of **General Motors, Transcontinent Television and Spencer Chemical.**

Vendo Company—Analysis—Harris, Upham & Co., 120 Broadway, New York 5, N. Y.

Warner Company—Report—H. Hentz & Co., 72 Wall Street, New York 5, N. Y.

Xerox—Memorandum—Divine & Fishman, Inc., 2 Broadway, New York 4, N. Y.

Xtra, Inc.—Memorandum—Putnam & Co., 6 Central Row, Hartford 4, Conn.

Zenith Radio Corporation—Analysis—Evans & Co., Incorporated, 300 Park Avenue, New York 22, N. Y.

Pan-Alaska Fisheries Stock Sold

Public offering of 120,000 common shares of **Pan-Alaska Fisheries, Inc.** at \$5 per share is being made by **Robert L. Ferman & Co., Inc.** and associates.

Net proceeds from the sale of the common stock will be used by the company to acquire additional fishing boats and for the purchase of additional crab processing and canning equipment for installation in a new plant at Seattle, Wash. The balance of the proceeds will be added to working capital and used for general corporate purposes as required.

The company, with headquarters in Seattle, Wash., is engaged in the processing and sale of Alaska king crab. Its products are sold nationally in supermarkets and specialty stores, and in Western Europe, and for use by trans-Atlantic shipping lines. The company maintains a cannery in Reardon (Seattle) Wash., a fishing trawler, fishing vessel, factory ship and a personnel carrier. Its factory ship, "Mercator," 221 feet long, gross tonnage of 1,200 tons, is the largest American vessel engaged in king crab operations and is equipped for processing and freezing king crab as well as for servicing a fleet of fishing vessels.

Durrett-Nieuwlandt Formed

(Special to THE FINANCIAL CHRONICLE)

WHITTIER, Calif. — Durrett-Nieuwlandt has been formed with offices at 148 East Philadelphia St. to engage in a securities business. Partners are Celsus O. Durrett and Walter A. Nieuwlandt.

⁷ Another proposal, usually associated with that of permitting banks to pay interest on demand deposits, is payment of interest by the Federal Reserve banks to member banks on their reserve balances or on such balances in excess of required reserves. This proposal, which I do not support, will not be discussed here.

⁸ Milton Friedman, *op. cit.*, pp. 28-29.

⁹ *Ibid.*, pp. 71-72.

¹⁰ Friedman, *op. cit.*; George S. Tolley, "Providing for Growth of the Money Supply," *The Journal of Political Economy*, LXV (Dec. 1957), pp. 465-85.

¹¹ Richard T. Selden, "Stable Monetary Growth," address at the University of Virginia, Nov. 23, 1960 (mimeographed—in process of publication).

Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

	Latest Week	Previous Week	Month Ago	Year Ago
AMERICAN IRON AND STEEL INSTITUTE:				
Indicated steel operations (per cent capacity).....	Nov. 25	69.5	70.5	47.5
Equivalent to—				
Steel ingots and castings (net tons).....	Nov. 25	2,032,000	2,037,000	1,352,000
AMERICAN PETROLEUM INSTITUTE:				
Crude oil and condensate output—daily average (bbls. of 42 gallons each).....	Nov. 17	7,205,910	7,178,060	6,921,260
Crude runs to stills—daily average (bbls.).....	Nov. 17	8,170,000	8,079,000	7,987,000
Gasoline output (bbls.).....	Nov. 17	29,063,000	27,977,000	28,205,000
Kerosene output (bbls.).....	Nov. 17	2,718,000	2,714,000	3,269,000
Distillate fuel oil output (bbls.).....	Nov. 17	14,191,000	13,639,000	13,138,000
Residual fuel oil output (bbls.).....	Nov. 17	5,793,000	5,856,000	6,038,000
Stocks at refineries, bulk terminals, in transit, in pipe lines—				
Finished and unfinished gasoline (bbls.) at.....	Nov. 17	182,101,000	182,284,000	184,911,000
Kerosene (bbls.) at.....	Nov. 17	36,591,000	37,088,000	36,833,000
Distillate fuel oil (bbls.) at.....	Nov. 17	178,483,000	*179,674,000	175,327,000
Residual fuel oil (bbls.) at.....	Nov. 17	48,696,000	49,523,000	47,963,000
ASSOCIATION OF AMERICAN RAILROADS:				
Revenue freight loaded (number of cars).....	Nov. 18	590,642	605,057	567,561
Revenue freight received from connections (no. of cars).....	Nov. 18	517,975	524,967	493,959
CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:				
Total U. S. construction.....	Nov. 23	\$204,800,000	\$533,700,000	\$417,100,000
Private construction.....	Nov. 23	149,000,000	250,600,000	166,400,000
Public construction.....	Nov. 23	155,800,000	283,100,000	250,700,000
State and municipal.....	Nov. 23	138,100,000	256,800,000	203,600,000
Federal.....	Nov. 23	17,700,000	26,300,000	47,100,000
COAL OUTPUT (U. S. BUREAU OF MINES):				
Bituminous coal and lignite (tons).....	Nov. 18	8,890,000	*8,700,000	8,257,000
Pennsylvania anthracite (tons).....	Nov. 18	Not Avail.	358,000	377,000
DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100	Nov. 18	180	169	170
EDISON ELECTRIC INSTITUTE:				
Electric output (in 000 kwh.).....	Nov. 25	15,330,000	15,678,000	15,263,000
FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN & BRADSTREET, INC.	Nov. 23	238	308	276
IRON AGE COMPOSITE PRICES:				
Finished steel (per lb.).....	Nov. 17	6.196c	6.196c	6.196c
Pig iron (per gross ton).....	Nov. 17	\$66.44	\$66.44	\$66.32
Scrap steel (per gross ton).....	Nov. 17	\$32.83	\$32.83	\$28.33
METAL PRICES (E. & M. J. QUOTATIONS):				
Electrolytic copper—				
Domestic refinery at.....	Nov. 22	30.600c	30.600c	29.600c
Export refinery at.....	Nov. 22	28.075c	27.875c	27.675c
Lead (New York) at.....	Nov. 22	10.000c	10.000c	12.000c
Lead (St. Louis) at.....	Nov. 22	9.800c	9.800c	11.800c
Zinc (delivered) at.....	Nov. 22	12.000c	12.000c	13.500c
Zinc (East St. Louis) at.....	Nov. 22	11.500c	11.500c	13.000c
Aluminum (primary pig, 99.5% at.....	Nov. 22	24.000c	24.000c	26.000c
Straits tin (New York) at.....	Nov. 22	122.75c	123.125c	120.375c
MOODY'S BOND PRICES DAILY AVERAGES:				
U. S. Government Bonds.....	Nov. 28	86.54	86.87	87.58
Average corporate.....	Nov. 28	86.24	86.24	85.85
Aaa.....	Nov. 28	90.48	90.34	90.06
Aa.....	Nov. 28	88.27	88.27	87.99
A.....	Nov. 28	85.59	85.59	85.20
Baa.....	Nov. 28	81.05	81.05	80.69
Railroad Group.....	Nov. 28	83.79	83.79	83.40
Public Utilities Group.....	Nov. 28	87.18	87.18	87.86
Industrials Group.....	Nov. 28	87.86	87.86	88.40
MOODY'S BOND YIELD DAILY AVERAGES:				
U. S. Government Bonds.....	Nov. 28	4.05	4.01	3.91
Average corporate.....	Nov. 28	4.69	4.69	4.72
Aaa.....	Nov. 28	4.38	4.39	4.41
Aa.....	Nov. 28	4.54	4.54	4.56
A.....	Nov. 28	4.74	4.74	4.77
Baa.....	Nov. 28	5.10	5.10	5.13
Railroad Group.....	Nov. 28	4.88	4.88	4.91
Public Utilities Group.....	Nov. 28	4.62	4.62	4.65
Industrials Group.....	Nov. 28	4.57	4.57	4.59
MOODY'S COMMODITY INDEX	Nov. 28	368.4	365.6	370.6
NATIONAL PAPERBOARD ASSOCIATION:				
Orders received (tons).....	Nov. 18	332,241	318,474	324,962
Production (tons).....	Nov. 18	344,952	344,729	355,206
Percentage of activity.....	Nov. 18	97	96	97
Unfilled orders (tons) at end of period.....	Nov. 18	515,009	529,763	551,042
OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100	Nov. 24	113.67	113.80	113.90
ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS				
Transactions of specialists in stocks in which registered—				
Total purchases.....	Nov. 3	2,731,010	2,536,930	2,432,090
Short sales.....	Nov. 3	452,660	458,520	485,180
Other sales.....	Nov. 3	2,305,600	2,088,390	2,067,850
Total sales.....	Nov. 3	2,758,260	2,546,910	2,553,030
Other transactions initiated off the floor—				
Total purchases.....	Nov. 3	344,700	276,090	357,650
Short sales.....	Nov. 3	28,900	42,500	31,800
Other sales.....	Nov. 3	303,280	304,390	285,220
Total sales.....	Nov. 3	332,180	346,890	317,020
Other transactions initiated on the floor—				
Total purchases.....	Nov. 3	934,522	780,285	840,665
Short sales.....	Nov. 3	104,860	80,340	68,950
Other sales.....	Nov. 3	716,488	742,645	773,650
Total sales.....	Nov. 3	821,348	822,985	842,600
Total round-lot transactions for account of members—				
Total purchases.....	Nov. 3	4,010,232	3,593,305	3,630,405
Short sales.....	Nov. 3	586,420	581,360	585,930
Other sales.....	Nov. 3	3,325,368	3,135,425	3,126,720
Total sales.....	Nov. 3	3,911,788	3,716,785	3,712,650
STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE—SECURITIES EXCHANGE COMMISSION				
Odd-lot sales by dealers (customers' purchases)—†				
Number of shares.....	Nov. 3	1,851,100	1,827,044	1,774,044
Dollar value.....	Nov. 3	\$105,072,491	\$107,711,229	\$95,250,211
Odd-lot purchases by dealers (customers' sales)—				
Number of orders—customers' total sales.....	Nov. 3	1,874,426	1,851,539	1,711,169
Customers' short sales.....	Nov. 3	15,844	17,193	18,036
Customers' other sales.....	Nov. 3	1,858,582	1,834,346	1,693,133
Dollar value.....	Nov. 3	\$96,954,159	\$97,883,260	\$86,657,972
Round-lot sales by dealers—Total sales.....	Nov. 3	571,420	587,650	480,830
Short sales.....	Nov. 3	—	—	—
Other sales.....	Nov. 3	571,420	587,650	480,830
Round-lot purchases by dealers—Number of shares.....	Nov. 3	559,130	550,920	571,340
TOTAL ROUND-LOT STOCK SALES ON THE N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):				
Total round-lot sales.....	Nov. 3	714,600	771,270	722,460
Short sales.....	Nov. 3	17,896,890	16,962,740	16,034,460
Total sales.....	Nov. 3	18,611,490	17,734,010	16,756,920
WHOLESALE PRICES, NEW SERIES—U. S. DEPT. OF LABOR—(1947-49=100)				
Commodity Group—				
All commodities.....	Nov. 21	118.9	*118.9	118.6
Farm products.....	Nov. 21	87.2	*87.4	86.5
Processed foods.....	Nov. 21	108.3	*108.1	108.9
Meats.....	Nov. 21	93.2	*93.2	94.9
All commodities other than farm and foods.....	Nov. 21	127.5	*127.6	127.8
AMERICAN RAILWAY CAR INSTITUTE—				
Month of October:.....				
Orders for new freight cars.....	2,086	3,143	5,664	
New freight cars delivered.....	1,907	2,700	4,632	
Backlog of cars on order and undelivered (end of month).....	10,297	10,133	22,900	
AMERICAN TRUCKING ASSOCIATION, INC.—				
Month of September:.....				
Inter-city general freight transport by 379 carriers (in tons).....	7,098,805	7,472,808	6,967,264	
EDISON ELECTRIC INSTITUTE—				
Kilowatt-hour sales of ultimate consumers—				
Month of September (000's omitted).....	62,953,390	62,790,349	58,819,870	
Revenue from ultimate customers—Month of September.....	\$1,060,762	\$1,050,000	\$996,977	
Number of ultimate customers at Sept. 30.....	59,661,358	59,542,827	58,470,447	
METAL OUTPUT (BUREAU OF MINES)—				
Month of September:.....				
Mine production of recoverable metals in the United States—				
Gold (in fine ounces).....	146,845	*117,238	172,204	
Silver (in fine ounces).....	2,644,636	*2,815,626	2,504,363	
Copper (in short tons).....	98,728	*83,584	97,467	
Lead (in short tons).....	19,925	*21,905	18,079	
Zinc (in short tons).....	37,333	*39,728	30,295	
BANKERS' DOLLAR ACCEPTANCES OUTSTANDING—FEDERAL RESERVE BANK OF NEW YORK—As of Oct. 31:				
Imports.....	\$456,972,000	\$451,817,000	\$405,132,000	
Exports.....	948,773,000	964,059,000	632,958,000	
Domestic shipments.....	16,005,000	19,882,000	14,400,000	
Domestic warehouse credits.....	208,834,000	170,805,000	142,599,000	
Dollar exchange on goods stored and shipped between foreign countries.....	91,445,000	58,580,000	138,760,000	
Total.....	\$2,491,363,000	\$2,422,105,000	\$1,753,235,000	
BUSINESS INCORPORATIONS (NEW) IN THE UNITED STATES—DUN & BRADSTREET, INC.—Month of October	15,524	13,616	13,783	
CROP PRODUCTION—CROP REPORTING BOARD U. S. DEPT. OF AGRICULTURE—Crop as of Nov. 1 (in thousands):				
Corn for grain (bushels).....	3,548,813	3,527,428	3,891,212	
Wheat, all (bushels).....	1,210,826	1,210,826	1,350,339	
Winter (bushels).....	1,057,540	1,057,540	1,103,895	
All spring (bushels).....	153,286	153,286	246,444	
Durum (bushels).....	18,627	18,627	34,105	
Other spring (bushels).....	134,659	134,659	212,339	
Oats (bushels).....	993,512	993,512	1,150,774	
Barley (bushels).....	380,416	380,416	427,018	
Rye (bushels).....	25,867	25,867	32,491	
Flaxseed (bushels).....	21,420	21,420	30,409	
Rice (100 lb. bag).....	54,319	54,651	54,612	
Sorghum grain (bushels).....	481,793	478,429	606,235	
Cotton (bale).....	14,538	14,334	14,272	
Hay, all (ton).....	112,980	112,980	118,091	
Hay, wild (ton).....	8,627	8,627	10,481	
Hay, alfalfa (ton).....	64,985	64,985	67,137	
Hay, clover and timothy (ton).....	22,741	22,741	23,943	
Hay, lespedeza (ton).....	3,582	3,582	3,790	
Beans, dry edible (cleaned) (100 lb. bag).....	19,579	19,238	17,912	
Peas, dry field (cleaned) (100 lb. bag).....	3,449	3,449	3,241	
Soybeans for beans (bushels).....	700,835	710,475	558,771	
Peanuts (pound).....	1,763,025	1,742,300	1,784,116	
Potatoes—				
Winter (cwt.).....	4,354	4,354	3,264	
Early spring (cwt.).....	4,636	4,636	3,489	
Late spring (cwt.).....	26,983	26,983	26,451	
Early summer (cwt.).....	15,020	15,020	14,637	
Late summer (cwt.).....	34,614	34,614	34,552	
Fall (cwt.).....	198,364	193,707	175,042	
Total (cwt.).....	283,971	279,314	257,435	
Sweetpotatoes (cwt.).....	15,198	15,056	15,636	
Tobacco (pound).....	2,008,275	2,004,919	1,943,487	
Sugarcane for sugar and seed (ton).....	9,302	9,302	7,721	
Sugar beets (ton).....	18,280	18,780	16,421	
Broomcorn (ton).....	24	24	20	
Hops (pound).....	35,219	35,219	45,976	
Apples, commercial crop (bushels).....	126,840	125,225	108,515	
Peaches (bushels).....	77,662	77,662	74,315	
Pears (bushels).....	26,851	26,821	25,621	
Grapes (ton).....	3,134	3,230	2,997	
Cherries (ton).....	236	236	187	
Apricots (ton).....	191	191	243	
Cranberries (barrels).....	1,210	1,224	1,341	
Pecans (pound).....	224,800	229,000	187,500	
COTTON GINNING (DEPT. OF COMMERCE):				
To November 14, running bales.....	10,397,418	—	10,326,277	
COTTON SEED AND COTTON SEED PRODUCTS—DEPT. OF COMMERCE—Month of September:				
Cotton Seed—				
Received at mills (tons).....	595,600	177,800	909,800	
Crushed (tons).....	334,200	144,400	806,200	
Stocks (tons) Sept. 30.....	483,300	221,900	494,700	
Cake and Meal—				
Stocks (tons) Sept. 30.....	73,300	89,400	137,100	
Produced (tons).....	149,600	68,600	189,300	
Shipped (tons).....	165,700	121,800	209,900	
Hulls—				
Stocks (tons) Sept. 30.....	86,100	80,300	35,700	
Produced (tons).....	74,600	34,800	90,000	
Shipped (tons).....	68,800	49,900	79,800	
Linters—				
Stocks (bales) Sept. 30.....	109,300	98,100	102,000	
Produced (bales).....	105,000	43,200	128,600	
Shipped (bales).....	93,800	86,800	106,300	
FACTORY EARNINGS AND HOURS—WEEKLY AVERAGE ESTIMATE—U. S. DEPT. OF LABOR—Month of October:				
Weekly earnings—				

Securities Now in Registration

★ INDICATES ADDITIONS
SINCE PREVIOUS ISSUE
● ITEMS REVISED

NOTE — Because of the large number of issues awaiting processing by the SEC, it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm offering dates.

ABC Air Freight Co., Inc.

Oct. 25, 1961 filed 105,000 common. Price—By amendment. **Business**—Furnishing of air freight services throughout the U. S. **Proceeds**—For expansion. **Office**—467 Tenth Ave., N. Y. **Underwriter**—Flomenhaft, Seidler & Co., N. Y. **Offering**—Expected in January.

ABC Cellophane Corp.

Sept. 7, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—A converter of packaging material, producing polyethylene and cellophane bags and sheets. **Proceeds**—For a new plant and equipment and working capital. **Office**—1368-72 Utica Ave., Brooklyn. **Underwriter**—Havener Securities Corp., N. Y.

A. & M. Instrument, Inc.

Oct. 19, 1961 filed 150,000 common. Price—\$3.50. **Business**—Manufacture of instrument testing and measuring devices for the electronic and electrical industries. **Proceeds**—For debt repayment and general corporate purposes. **Office**—48-01 31st Ave., Long Island City, N. Y. **Underwriters**—Crosse & Co., Inc.; V. S. Wickett & Co., Inc., and Thomas, Williams & Lee, N. Y. **Offering**—Expected in mid-December.

AMT Corp. (12/11-15)

Sept. 11, 1961 filed 230,000 common, of which 160,000 are to be offered by the company and 70,000 by a stockholder. Price—By amendment. **Business**—The manufacturer of scale model plastic automobiles distributed in kit form. **Proceeds**—For equipment, repayment of loans, and working capital. **Office**—1225 E. Maple Rd., Troy, Mich. **Underwriter**—A. G. Becker & Co., Chicago (mgr.).

Abbey Rents

Sept. 25, 1961 filed 200,000 capital shares, of which 100,000 will be sold by the company and 100,000 by stockholders. Price—By amendment. **Business**—Rental and sale of party, sickroom and hospital equipment. **Proceeds**—Expansion, inventory and working capital. **Underwriter**—William R. Staats & Co., Los Angeles.

Ace Trophies Corp. (12/6)

Sept. 18, 1961 filed 200,000 common. Price—\$1. **Business**—The design, manufacture and sale of trophies, plaques and cups for sporting events. **Proceeds**—For production expenses, printing, promotion, inventory and working capital. **Office**—1510 Broadway, Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

Aceto Chemical Co., Inc.

Sept. 27, 1961 filed 88,000 common. Price—\$5. **Business**—Purchase and sale of chemicals and by-products. **Proceeds**—For expansion, sales promotion, and working capital. **Office**—40-40 Lawrence St., Flushing, N. Y. **Underwriter**—Karen Securities Corp., N. Y.

Acratex Chemical Coatings, Inc.

Aug. 8, 1961 ("Reg. A") 99,900 common. Price—\$3. **Business**—The manufacture of a wallcovering product. **Proceeds**—For expansion and general corporate purposes. **Office**—Easton St., Ronkonkoma, N. Y. **Underwriter**—Tyche Securities Inc., N. Y. **Note**—This letter will be refilled.

Acro Electronic Products Co. (12/4)

July 17, 1961 filed 100,000 class A common shares. Price—\$4. **Business**—The manufacture of transformers for electronic and electrical equipment. **Proceeds**—For relocating to and equipping a new plant, purchase of inventory, research and development, advertising, promotion and merchandising, repayment of debt and other corporate purposes. **Office**—369 Shurs Lane, Philadelphia. **Underwriter**—Roth & Co., Inc., Philadelphia.

A-Drive Auto Leasing System, Inc.

Jan. 19, 1961 filed 100,000 shares of class A stock, of which 75,000 are to be offered for public sale by the company and 25,000 shares, being outstanding stock, by the present holders thereof. Price—\$10 per share. **Business**—The company is engaged in the business of leasing automobiles and trucks for periods of over one year. **Proceeds**—To repay loans; open new offices in Philadelphia, Pa., and New Haven, Conn.; lease and equip a large garage in New York City and lease additional trucks. **Office**—1616 Northern Boulevard, Manhasset, N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y. C. (mgr.).

Aero-Dynamics Corp. (12/18-22)

Aug. 7, 1961 filed 100,000 common shares. Price—\$5. **Business**—The importation and distribution of Italian marble and mosaic tiles. **Proceeds**—For the purchase and installation of new moulds, machinery and equipment, research and general corporate purposes. **Office**—250 Goffle Road, Hawthorne, N. J. **Underwriters**—Cambridge Securities, Inc. and Edward Lewis Co., Inc., N. Y.

Aero Space Electronics, Inc.

July 17, 1961 ("Reg. A") 80,000 capital shares. Price—\$3. **Proceeds**—For repayment of debt and working capital. **Office**—2036 Broadway, Santa Monica, Calif. **Underwriter**—Hamilton Waters & Co., Inc., Hempstead, N. Y.

Aerological Research, Inc. (12/4-8)

Aug. 29, 1961 filed 100,000 common. Price—\$3.50 **Busi-**

ness—The manufacture of instruments for aerology, meteorology, oceanography, geophysics and atmospheric phenomenon. **Proceeds**—For working capital. **Office**—420 Division St., Long Branch, N. J. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y.

Agency Tile Industries, Inc. (12/18-22)

Sept. 6, 1961 ("Reg. A") 120,000 common. Price—\$2.50. **Business**—Importing, marketing and distributing ceramic tiles. **Proceeds**—Debt payment, new products, sales promotion and advertising, new office and warehouse and working capital. **Office**—522 W. 29th St., N. Y. **Underwriter**—International Services Corp., Paterson, N. J.

Air Master Corp. (12/11-15)

May 26, 1961 filed 200,000 shares of class A common stock, of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holders thereof. Price—To be supplied by amendment. **Business**—The manufacture and sale of aluminum storm windows and doors, and other aluminum products. **Proceeds**—For working capital, and other corporate purposes. **Office**—20th Street, and Allegheny Avenue, Philadelphia, Pa. **Underwriter**—Francis I. du Pont & Co., New York City (managing).

Airtechnology Corp.

Nov. 15, 1961 ("Reg. A") 60,000 common. Price—\$5. **Business**—Electronic research, development and manufacture under U. S. Govt. contract. **Proceeds**—For investment in own and other companies, and working capital. **Office**—640 Memorial Dr., Cambridge, Mass. **Underwriter**—Schirmer, Atherton & Co., Boston.

Airtronics International Corp. of Florida

July 29, 1961 filed 199,000 common, of which 110,000 are to be offered by the company and 89,000 by stockholders. Price—By amendment. **Business**—Manufacture of electronic, mechanical and components. **Proceeds**—Repayment of loans, expansion and working capital. **Office**—6900 West Road 84, Fort Lauderdale, Fla. **Underwriters**—Stein Bros. & Boyce, Baltimore and Vickers, McPherson & Warwick, Inc., N. Y. **Offering**—Expected in Jan.

Alan-Randal Co., Inc.

Oct. 27, 1961 ("Reg. A") 120,000 common. Price—\$2.50. **Business**—Distributor of pens and other advertising material. **Proceeds**—For working capital. **Office**—11608 Ventura Blvd., Studio City, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif. **Offering**—Expected in January.

Alaska Pacific Lumber Co.

Nov. 17, 1961 filed 250,000 common. Price—By amendment. **Business**—A lumber company. **Proceeds**—For construction and working capital. **Office**—614 Equitable Bldg., Portland, Ore. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis. **Offering**—Expected in late January.

Albert Voigt Industries, Inc. (12/11-15)

Aug. 29, 1961 filed 80,000 common. Price—\$4. **Business**—The manufacture of metal store fixtures, show cases and related items. **Proceeds**—For repayment of loans, working capital, a leasehold improvement and moving expenses. **Office**—14-20 Dunham Pl., Brooklyn, N. Y. **Underwriter**—David Barnes & Co., Inc., N. Y. C.

Al-Crete Corp.

Sept. 20, 1961 filed 127,000 class A common. Price—\$3. **Business**—Development and manufacture of a new variety of building products. **Proceeds**—For construction of a new plant. **Office**—4800 Baltimore Ave., Hyattsville, Md. **Underwriter**—Whitehall Securities Corp., Pittsburgh.

All Service Life Insurance Co.

Sept. 18, 1961 ("Reg. A") 239,200 common. Price—\$1.25. **Business**—Writing of life, accident, sickness and health insurance. **Office**—1729 N. Weber St., Colorado Springs, Colo. **Underwriter**—To be named.

All Star World Wide, Inc. (12/11-15)

July 7, 1961 filed \$250,000 of 5% convertible subordinated debentures due 1971 and 150,000 common shares. Price—For debentures, at par; for stock, \$5. **Business**—Joint venture with Brunswick Corp. to establish and operate bowling centers in Europe. **Proceeds**—For expansion and general corporate purposes. **Office**—100 W. Tenth St., Wilmington, Del. **Underwriters**—Alessandrini & Co., Inc. and Hardy & Hardy, New York (managing).

All-State Auto Rental Corp.

Sept. 28, 1961 filed 50,000 common. Price—\$4. **Business**—Leases motor vehicles. **Proceeds**—For working capital. **Office**—31-04 Northern Blvd., Long Island City, N. Y. **Underwriter**—None.

All Weather Roll N' Ice, Inc.

Nov. 6, 1961 ("Reg. A") 25,000 common. Price—\$3. **Business**—Operation of a roller skating and ice skating rink. **Proceeds**—For expansion and working capital. **Office**—Copiague, L. I., N. Y. **Underwriters**—Richard Gray Co. (mgr.) and Weinberg, Ost & Co., N. Y.

Allied Capital Corp.

Oct. 20, 1961 filed 213,427 common, of which 200,000 will be offered to the public and 13,427 to stockholders on a 3-for-10 basis. Price—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—7720 Wisconsin Ave., Bethesda, Md. **Underwriter**—Allen & Co., N. Y. **Offering**—In Jan.

Allison Industries, Inc.

Nov. 2, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Design and manufacture of board games, toys and Christmas stockings. The company also operates a discount department store. **Proceeds**—Expansion, product development and working capital. **Office**—1015 Jefferson Ave., Brooklyn, N. Y. **Underwriter**—S. Apfelbaum Co., 39 Broadway, N. Y.

Allo Precision Metals Engineering, Inc.

Oct. 3, 1961 ("Reg. A") 85,000 common. Price—\$3. **Proceeds**—For debt repayment, equipment, and working capital. **Office**—Congressional Airport, Rockville, Md. **Underwriter**—Davis & Leach, Inc., Washington, D. C.

Aimo Industrial Electronics Inc.

Nov. 27, 1961 filed 155,000 class A shares. Price—By amendment. **Business**—Wholesaler and distributor of electronic parts manufactured by others. **Proceeds**—For working capital. **Office**—412 N. 6th St., Philadelphia. **Underwriters**—C. C. Collings & Co., Inc. and Harrison & Co., Philadelphia.

Aipine Geophysical Associates, Inc. (12/4-8)

July 28, 1961 filed 150,000 common shares. Price—By amendment. **Business**—The conducting of marine and land geophysical surveys for petroleum and mining exploration and engineering projects, and the manufacture of oceanographic and geophysical apparatus. **Proceeds**—For repayment of debt and general corporate purposes. **Office**—56 Oak St., Norwood, N. J. **Underwriter**—S. D. Fuller & Co., New York (managing).

Alson Mfg. Co. (12/18-22)

Aug. 28, 1961 ("Reg. A") 75,000 common. Price—\$4. **Proceeds**—For equipment, repayment of loans and working capital. **Office**—2690 N. E. 191st St., Miami, Fla. **Underwriter**—Albion Securities Co., Inc., N. Y.

Aluma-Rail, Inc.

Sept. 28, 1961 ("Reg. A") 100,000 common. Price—\$2.25. **Business**—Manufacture of new color anodized aluminum chain link fencing. **Proceeds**—For inventory and plant expansion. **Office**—44 Passaic Ave., Kearny, N. J. **Underwriter**—To be named.

Alumatron International, Inc.

Nov. 13, 1961 filed 73,000 common. Price—\$7. **Business**—Company plans to construct special type homes, and engage in the general contracting business. **Proceeds**—For general corporate purposes. **Office**—St. Petersburg, Fla. **Underwriters**—Wm. H. Tegtmeyer & Co., Chicago and B. C. Malloy, Inc., St. Petersburg.

Alyeska Ski Corp.

Oct. 12, 1961 ("Reg. A") 240,000 common. Price—\$1.25. **Business**—Operation of ski facilities. **Proceeds**—For general corporate purposes. **Address**—P. O. Box 1882, Anchorage, Alaska. **Underwriter**—Paul Nichols Co., Inc., Anchorage, Alaska.

Amacorp Industrial Leasing Co., Inc.

Sept. 27, 1961 filed \$3,000,000 of 6½% conv. subord. debentures due 1971. Price—By amendment. **Business**—Financing and lease of industrial and office equipment. **Proceeds**—Repay debt and increase working capital. **Office**—34 S. Stoneman Ave., Alhambra, Calif. **Underwriter**—McDonnell & Co., Inc., N. Y.

Amcap Investment Inc.

Oct. 2, 1961 filed 250,000 common. Price—\$11.25. **Business**—A small business investment company. **Proceeds**—For investment. **Address**—Chicago. **Underwriter**—None.

Amcrete Corp.

May 4, 1961 (letter of notification) 75,000 shares of common stock (par 10 cents). Price—\$4 per share. **Business**—The sale of pre-cast and pre-stressed concrete panels for swimming pools and pumps, filters, ladders, etc. **Proceeds**—For building test pools; advertising, inventory and working capital. **Office**—102 Mamaroneck Ave., Mamaroneck, N. Y. **Underwriter**—Vincent Associates, Ltd., 217 Broadway, N. Y.

Amerel Mining Co. Ltd.

July 31, 1961 filed 400,000 common shares. Price—50 cents. **Business**—The company is engaged in exploration, development and mining. **Proceeds**—For diamond drilling, construction, exploration and general corporate expenses. **Office**—80 Richmond St., W., Toronto. **Underwriter**—E. A. Manning, Ltd., Toronto.

American Auto Stores, Inc.

Sept. 28, 1961 ("Reg. A") 50,000 class A common. Price

YOUR PRIME SOURCE FOR
all NEW
ISSUES

BOUGHT — SOLD — QUOTED
for Banks, Brokers, Institutions

Sidney A. SIEGEL
& Co., Inc.

39 Broadway, New York 6, N. Y.
Dlgb 4-2370 Teletype No. N.Y. 1-5237

—\$5. **Proceeds**—General corporate purposes. **Office**—3333 Locust St., St. Louis. **Underwriter**—Scherck, Richter Co., St. Louis.

American Book-Stratford Press, Inc.

Oct. 27, 1961 filed 430,000 common. **Price**—By amendment. **Business**—Manufacture of hard-bound books for publishers. **Proceeds**—For selling stockholders. **Office**—75 Varick St., N. Y. **Underwriter**—Bear Stearns & Co., N. Y. **Offering**—Expected sometime in January.

American Building Maintenance Industries

Oct. 19, 1961 filed 141,000 capital shares, of which 30,000 shares are to be offered by the company and 111,000 shares by stockholders. **Price**—By amendment. **Business**—Providing of building maintenance services. **Proceeds**—For general corporate purposes. **Office**—335 Fell St., San Francisco. **Underwriters**—Carl M. Loeb, Rhoades & Co., N. Y. and Sutro & Co., San Francisco. **Offering**—Expected in late December.

American Cellulose Corp.

Oct. 19, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design, manufacture and sale of cellulose acetate and other semi-rigid plastic type transparent containers. **Proceeds**—For debt repayment and general corporate purposes. **Office**—27-01 Bridge Plaza N., Long Island City, N. Y. **Underwriter**—Diran, Norman & Co., Inc., N. Y.

American Data Machines, Inc. (12/5)

Aug. 17, 1961 filed 150,000 common. **Price**—\$4.50. **Business**—Manufacture of data processing equipment. **Proceeds**—Repayment of loans, new products, advertising, working capital and general corporate purposes. **Office**—7 Commercial St., Hicksville, N. Y. **Underwriter**—Goldkin, Bomback & Co., N. Y.

American Electronic Laboratories, Inc.

May 26, 1961 filed 10,632 shares of class A common stock to be offered for subscription by stockholders at the rate of one new share for each 10 shares held. **Price**—To be supplied by amendment. **Business**—The company is engaged in research and development in the field of electronic communication equipment. **Proceeds**—For construction, new equipment, and other corporate purposes. **Office**—121 North Seventh Street, Philadelphia. **Underwriter**—Supplee, Yeatman, Mosley Co., Inc., Phila. **Offering**—Imminent.

American Finance Co., Inc.

April 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1971; 75,000 shares of common stock, and 25,000 common stock purchase warrants to be offered for public sale in units consisting of one \$200 debenture, 30 common shares and 10 warrants. **Price**—\$500 per unit. **Business**—The company and its subsidiaries are primarily engaged in the automobile sale finance business. One additional subsidiary is a Maryland savings and loan association and two are automobile insurance brokers. **Proceeds**—For the retirement of debentures, and capital funds. **Office**—1472 Broadway, N. Y. **Underwriter**—Myron A. Lomasney & Co., N. Y. **Note**—The SEC has instituted "stop order" proceedings challenging the accuracy and adequacy of this statement.

American Financial Corp. (12/18-22)

Nov. 13, 1961 filed 150,000 common, of which 50,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—The operation of three savings and loan associations, an equipment, automobile and truck leasing system and a general contracting business. **Proceeds**—For leasing program, to increase holdings in a subsidiary and for working capital. **Office**—3955 Montgomery Rd., Norwood, Ohio. **Underwriters**—Shearson, Hammill & Co., N. Y. and Westheimer & Co., Cincinnati.

American Micro Devices, Inc.

Aug. 2, 1961 filed 1,500,000 class A common shares. **Price**—\$1.15. **Business**—The manufacture of electronic components. **Proceeds**—The purchase of equipment and materials, operational expenses, working capital and rewriter—Naftalin & Co., Inc., Minneapolis. **Offering**—Expected in early January.

American Modular Manufacturing Corp.

Nov. 27, 1961 filed 200,000 common. **Price**—\$2.50. **Business**—Manufacture of a type of component constructed home. **Proceeds**—For debt repayment, equipment, and working capital. **Office**—4950 71st Ave., North, Pinellas Park, Fla. **Underwriter**—Equity Securities Co., N. Y.

American Realty & Petroleum Corp. (12/18-22)

Sept. 28, 1961 filed \$2,000,000 of 6½% conv. subord. debentures due 1971. **Price**—At par. **Business**—Real estate and also the oil and gas business. **Proceeds**—For repayment of debt, sales and advertising, property improvements and possible acquisitions. **Office**—16 W. 61st St., N. Y. **Underwriter**—Troster, Singer & Co., N. Y.

American Safety Equipment Corporation

Sept. 28, 1961 filed 80,000 common. **Price**—\$10. **Business**—Manufacture of safety seat belts. **Proceeds**—Inventory, machinery, and research. **Office**—261 Madison Ave., N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Expected sometime in January.

American Sports Plan, Inc.

June 29, 1961 filed 200,000 common shares. **Price**—\$6. **Business**—The operation of bowling centers. **Proceeds**—For expansion. **Office**—473 Winter Street, Waltham, Mass. **Underwriter**—None.

American Technical Machinery Corp.

Aug. 29, 1961 filed 95,000 common, of which 65,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—The manufacture of machinery for fabrication of twisted wire brushes. **Proceeds**—For equipment, repayment of loans and working capital. **Office**—29-31 Elm Ave., Mt. Vernon, N. Y.

Underwriter—M. L. Lee & Co., Inc., N. Y. C. (mgr.). **Offering**—Imminent.

Ameritage, Inc.

Nov. 14, 1961 ("Reg. A") \$151,800 of 6% sinking fund subordinated convertible debentures due June 30, 1971 and 25,300 class B common shares to be offered in units consisting of three \$100 debentures and 50 common shares. **Price**—\$400 per unit. **Business**—Sale of household furniture, appliances, furnishings, etc. **Proceeds**—For inventories and working capital. **Office**—4121-13th St., N. W., Washington, D. C. **Underwriter**—None.

Amity Corp.

Jan. 17, 1961 filed 88,739 shares of common stock (par \$1). **Price**—\$3 per share. **Business**—Land development, including the building of an air strip, a marina, and a housing cooperative. This is the issuer's first public financing. **Proceeds**—For general corporate purposes, including \$170,000 for construction and \$12,000 for debt reduction. **Office**—Equitable Building, Baltimore, Md. **Underwriter**—Karen Securities Corp., New York City. **Note**—This statement is expected to be refilled.

Amphicar Corp. of America

June 15, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of amphibious automobiles. **Proceeds**—To establish a parts depot in Newark, N. J., set up sales and service organizations, and for working capital and general corporate purposes. **Office**—660 Madison Ave., N. Y. **Underwriter**—J. J. Krieger & Co., N. Y.

Anaconda Real Estate Investment Trust

Oct. 3, 1961 filed 163,636 shares of beneficial interests. **Price**—\$10. **Business**—Real estate investing. **Proceeds**—For purchase of real estate in Florida. **Office**—1776 E. Sunrise Blvd., Fort Lauderdale, Fla. **Underwriter**—None.

Anchor Alloys, Inc.

Oct. 27, 1961 ("Reg. A") 50,000 common. **Price**—\$6. **Business**—Purifying, alloying, and fabricating metals as components for the semi-conductor industry. **Proceeds**—For general corporate purposes. **Office**—968 Meeker Ave., Brooklyn, N. Y. **Underwriters**—Charles Plohn & Co., B. W. Pizzini & Co., Inc. and Atlas Securities Corp., New York. **Offering**—Expected sometime in February.

Anchor Industries Corp.

Nov. 24, 1961 filed 38,500 common. **Price**—\$8. **Business**—Design and fabrication of precision sheet metal products. **Proceeds**—For machinery research, sales promotion, and working capital. **Office**—26 Essex St., Hackensack, N. J. **Underwriter**—Amber, Burstein & Co., Inc., New York.

Anodyne, Inc.

June 20, 1961 filed \$292,100 of 6% convertible subordinated debentures due 1971 and warrants to purchase 29,210 common shares. The securities are being offered in 2,921 units each consisting of a \$100 debenture and warrants to purchase 10 common shares. Stockholders are being offered the right to subscribe to the units on the basis of one unit of each 200 common shares held of record Nov. 24 with rights to expire Dec. 11. **Price**—\$100 per unit. **Proceeds**—For expansion and working capital. **Office**—1270 N. W. 165th St., North Miami Beach, Fla. **Underwriters**—Ross, Lyon & Co., Inc., and Globus, Inc., New York.

Anoroc Products, Inc.

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Fabrication, manufacture and assembly of glass enclosures for bathtubs. **Proceeds**—For debt repayment and general corporate purposes. **Office**—181-14 Jamaica Ave., Jamaica, N. Y. **Underwriters**—G. Everett Parks & Co., Inc. and Parker Co., N. Y.

Arizona Biochemical Co.

Nov. 14, 1961 filed 200,000 common. **Price**—\$4. **Business**—Company plans to construct and operate refuse disposal plants. **Proceeds**—For general corporate purposes. **Office**—1001 N. Central Ave., Phoenix. **Underwriter**—Globus, Inc., N. Y. **Offering**—In January.

Arkwin Industries, Inc.

Nov. 28, 1961 filed 80,000 common, of which 25,000 are to be offered by the company and 55,000 by a selling stockholder. **Price**—\$5. **Business**—Designs and manufactures precision hydraulic, pneumatic and fuel valves and control mechanisms for aircraft missiles, etc. **Proceeds**—For equipment and sales expansion. **Office**—648 Main St., Westbury, N. Y. **Underwriters**—Sterling, Grace & Co. and D. H. Blair & Co., N. Y.

Army Times Subscription Corp.

Nov. 15, 1961 ("Reg. A") 5,000 common. **Price**—\$15. **Business**—A magazine subscription agency. **Proceeds**—For working capital. **Office**—2020 M St., N. W., Washington, D. C. **Underwriter**—None.

Aronoff & Richling, Inc.

Nov. 27, 1961 filed 108,000 common. **Price**—By amendment. **Business**—Design and manufacture of women's junior sizes. **Proceeds**—For selling stockholders. **Office**—1400 Broadway, N. Y. **Underwriter**—Carreau & Co., N. Y.

Artlin Mills, Inc.

Sept. 28, 1961 filed 135,000 class A common shares. **Price**—\$5. **Business**—The purchase, conversion, decoration, gift packaging and distribution of terrycloth towels and cotton pillow cases. **Proceeds**—For inventory, repayment of loans and working capital. **Office**—1030 Pearl St., Long Branch, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., N. Y.

Arwood Corp.

Nov. 21, 1961 filed 230,000 common, of which 110,000 are to be offered by the company and 120,000 by the stockholders. **Price**—By amendment. **Business**—Manufacture of custom made castings. **Proceeds**—For plant improvement. **Office**—321 W. 44th St., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y. **Offering**—In February.

Astrodata, Inc.

Aug. 28, 1961 filed 311,429 capital shares being offered for subscription by stockholders of Epsco, Inc., parent, on the basis of one new share for each two Epsco shares held of record Nov. 16 with rights to expire Dec. 4, 1961. **Price**—\$9. **Business**—The manufacture of electronic data handling equipment, range timing devices and standard electronic products. **Proceeds**—For repayment of loans and working capital. **Office**—240 E. Palms Rd., Anaheim, Calif. **Underwriters**—Granbery, Marache & Co., N. Y. and William R. Staats & Co., Los Angeles.

Astronetics, Inc.

Nov. 21, 1961 ("Reg. A") 110,000 common. **Price**—\$2. **Business**—Purchase and distribution of specialized electronic components manufactured by others. **Proceeds**—For working capital. **Office**—Central & Hillside Aves., Atlantic Highlands, N. J. **Underwriter**—None.

Astro-Science Corp.

Sept. 27, 1961 filed 232,500 common, of which 150,000 are to be offered by the company and 82,500 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of ground systems and equipment for the support and servicing of electronic systems, aircraft and missiles. **Proceeds**—Repay debt and increase working capital. **Office**—9449 W. Jefferson Blvd., Culver City, Calif. **Underwriter**—W. C. Langley & Co., N. Y.

Atlantic Capital Corp.

Aug. 29, 1961 filed 500,000 common. **Price**—\$12.50. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—744 Broad St., Newark, N. J. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y. C. **Offering**—Expected sometime in Jan.

Atlantic Improvement Corp. (12/4-8)

Aug. 30, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The development of residential communities. **Proceeds**—Repayment of a loan and construction, general corporate purposes. **Office**—521 Fifth Ave., N. Y. **Underwriters**—Bear, Stearns & Co., and Finkle & Co., N. Y. (mgrs.).

Atlanta Motor Lodges, Inc.

Oct. 30, 1961 filed 150,000 common. **Price**—\$10. **Business**—Operation of motels. **Proceeds**—For expansion and working capital. **Office**—120 North Ave., N. W., Atlanta, Ga. **Underwriter**—The Robinson-Humphrey Co., Inc., Atlanta, Ga.

Atlas Electronics Inc.

Sept. 28, 1961 filed 185,000 common. **Price**—\$2.10. **Business**—Distribution of electronic components, parts and equipment. **Proceeds**—To repay debt, purchase inventory, and increase working capital. **Office**—774 Pfeiffer Blvd., Perth Amboy, N. J. **Underwriters**—Hay, Fales & Co. and McLaughlin, Kaufman & Co., N. Y.

Atmospheric Controls, Inc.

Aug. 22, 1961 ("Reg. A") 40,000 common. **Price**—\$3.50. **Proceeds**—For repayment of loans, acquisition and working capital. **Office**—715 N. Fayette St., Alexandria, Va. **Underwriter**—First Investment Planning Co., Washington, D. C. **Offering**—Expected in late December.

Ausco, Inc.

Oct. 12, 1961 filed 110,000 common. **Price**—\$3. **Business**—Design, development, and manufacture of high pressure aircraft and missile valves. **Proceeds**—For engineering, product development, inventories, advertising, expansion and working capital. **Office**—17 W. 60th St., N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

Austin Continental Industries, Inc.

Nov. 14, 1961 filed 103,000 common. **Price**—\$7. **Business**—Manufacture of specifications of aircraft, guided missiles and electronic components, and fastening devices. **Proceeds**—For debt repayment and a new product. **Office**—4873 W. Armitage Ave., Chicago. **Underwriter**—Raymond Moore & Co., Los Angeles.

Authenticolor, Inc. (12/18-22)

Aug. 29, 1961 filed 148,200 common, of which 136,800 are to be offered by the company and 11,400 by stockholders. **Price**—\$3.25. **Business**—Furnishing of photographic service for the professional market. **Proceeds**—Working capital and repayment of loans. **Office**—525 Lexington Ave., N. Y. **Underwriter**—General Economics Corp., N. Y.

Automata International, Inc.

Aug. 22, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Proceeds**—For tooling, equipment and working capital. **Office**—241 S. Robertson Blvd., Beverly Hills, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Imminent.

Automated Gift Plan, Inc.

June 12, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture and sale of "Gift Bookards" designed to provide simplified gift giving for business and industry. **Proceeds**—For advertising, sales promotion, repayment of loans, working capital and the establishment of national dealerships. **Office**—80 Park Ave., N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

Automated Sports Centers, Inc.

June 28, 1961 filed 1,750 units, each consisting of one \$400 principal amount debenture (with attached warrants) and 120 common. **Price**—\$1,000 per unit. **Business**—The operation of bowling centers. **Proceeds**—For repayment of debt, acquisition of a warehouse and working capital. **Office**—11459 E. Imperial Hwy., Norfolk, Calif. **Underwriter**—Holton, Henderson & Co., Los Angeles. **Note**—The company formerly was named Union Leagues, Inc. **Offering**—Imminent.

Automated Teaching Systems, Inc.

Sept. 18, 1961 ("Reg. A") 30,000 common. **Price**—\$10. **Business**—Manufacture of self-instructional materials and devices. **Proceeds**—For equipment, research and development and other corporate purposes. **Office**—1

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W. 58th St., N. Y. Underwriter—Arthur J. Rosenwasser Co., 95 Broad St., N. Y.

● **Aveeno Pharmaceuticals, Inc. (12/11-15)**
Sept. 27, 1961 filed 125,000 common. Price—\$8. Business—Development and sale of pharmaceutical products. Proceeds—For sales promotion, new products and working capital. Office—250 W. 57th St., N. Y. Underwriter—Laird & Company, Corp., N. Y.

● **BSF Company**
June 30, 1961 filed \$2,500,000 of 5% convertible subordinated debentures due 1966. Price—At par. Proceeds—10 repay debt and as a reserve for possible acquisitions. Office—818 Market St., Wilmington, Del. Underwriter—None.

● **Babs, Inc.**
Nov. 27, 1961 filed 150,000 common. Price—\$4. Business—Sale of dairy products, through "Dairy Drive-ins." Proceeds—For debt repayment and working capital. Office—32550 Pulaski Dr., Hayward, Calif. Underwriter—Pacific Coast Securities Co., San Francisco.

● **Bacharach Industrial Instrument Co.**
Nov. 15, 1961 filed 60,000 common. Price—By amendment. Business—Development and manufacture of chemical, electrical and mechanical instruments, precision products and special purpose tools. Proceeds—For selling stockholders. Office—200 N. Braddock Ave., Pittsburgh. Underwriter—Arthurs, Lestrangle & Co., Pittsburgh.

● **Bal Harbour Diagnostic Service, Inc.**
Oct. 18, 1961 filed 2,000,000 common. Price—\$1. Business—Company will operate a medical examination center. Proceeds—For a hotel acquisition and working capital. Office—10101 Collins Ave., Bal Harbour, Fla. Underwriter—J. R. Holt & Co., Denver.

● **Barish Associates, Inc.**
Sept. 1, 1961 ("Reg. A") 50,000 common. Price—\$4. Business—Aeronautical research and development. Proceeds—For working capital. Office—224 E. 38th St., N. Y. Underwriter—Gianis & Co., N. Y. Offering—In January.

● **Barren River Petroleum Corp.**
Oct. 23, 1961 ("Reg. A") 200,000 class B common and 100,000 class A common to be offered in units consisting of one class A and two class B shares. Price—\$3, per unit. Business—Production, refining and marketing of oil and gas. Proceeds—For debt repayment and other corporate purposes. Office—8 E. Charleston Blvd., Las Vegas, Nev. Underwriter—John A. Oja & Associates, Las Vegas, Nev.

● **Barry (R. G.) Corp. (12/11-15)**
Sept. 21, 1961 filed 100,000 common. Price—\$5. Business—Manufacture of slippers, robes, cushions, pillows, auto-seat covers, and other specialty items. Proceeds—To repay debt, increase inventory and for other corporate purposes. Office—78 E. Chestnut St., Columbus, Ohio. Underwriter—Arnold Malkan & Co., N. Y.

● **Barry-Martin Pharmaceuticals, Inc. (12/18-22)**
Aug. 25, 1961 ("Reg. A") 150,000 class A common. Price—\$2. Proceeds—For packaging, advertising, repayment of loans and working capital. Office—4621 Ponce de Leon Blvd., Coral Gables, Fla. Underwriter—Edward Hindley & Co., N. Y. C.

● **Bay State Electronics Corp.**
Oct. 27, 1961 filed 160,000 common. Price—By amendment. Business—Development of products and techniques for use in the fields of oceanography, meteorology, seismology and ionospheric phenomena. Proceeds—For product development and working capital. Office—43 Leon St., Boston. Underwriter—S. D. Fuller & Co., New York. Offering—Expected in January.

● **Bel-Aire Products, Inc. (12/14)**
Sept. 22, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Manufacture of aluminum pontoon boats. Office—25970 W. Eight Mile Rd., Southfield, Mich. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

● **Bell Television, Inc. (12/4-8)**
Aug. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The manufacture of television antenna, music and sound equipment and closed circuit television systems. Proceeds—For an acquisition, expansion and inventory. Office—552 W. 53rd St., New York 19, N. Y. Underwriter—Investment Planning Group, Inc., East Orange, N. J.

● **Benjamin (W. A.), Inc.**
Nov. 15, 1961 filed 50,000 common. Price—By amendment. Business—Publication of scientific texts and reference books. Proceeds—For working capital. Office—2465 Broadway, N. Y. Underwriter—None.

● **Berkshire Distributors, Inc.**
Sept. 14, 1961 filed 100,000 common, of which 60,000 will be sold for the company and 40,000 for certain stockholders. Price—By amendment. Business—The operation of eight discount type department stores in four states. Proceeds—For the repayment of debt, and working capital. Office—203 Ann St., Hartford, Conn. Underwriter—May & Gannon, Boston.

● **Bernalen, Inc.**
Nov. 20, 1961 filed 60,000 common. Price—\$2.625. Business—Design and manufacture of photographic processing and control equipment. Proceeds—For general corporate purposes. Office—9821 Foster Ave., Brooklyn, N. Y. Underwriter—Amber, Burstein & Co., Inc., N. Y.

● **Berne of California, Inc.**
Oct. 27, 1961 ("Reg. A") 85,000 common. Price—\$3. Business—Manufacture of handbags and related items. Proceeds—For debt repayment and working capital. Office—1621 S. San Pedro St., Los Angeles. Underwriter

—Pacific Coast Securities Co., San Francisco. Offering—Expected sometime in January.

● **Bernz (Otto) Co., Inc.**
Oct. 16, 1961 filed 150,000 class A shares, of which 100,000 are to be offered by the company and 50,000 by stockholders. Price—By amendment. Business—Manufacture of small propane-filled steel cylinders, garden sprinklers and hose accessories. Proceeds—For debt repayment and general corporate purposes. Office—740 Driving Park Ave., Rochester, N. Y. Underwriter—Reynolds & Co., Inc., N. Y.

● **Besco Enterprises, Inc.**
Oct. 27, 1961 filed 150,000 capital shares. Price—By amendment. Business—A holding company whose subsidiaries operate jewelry and photography departments in discount department stores. Proceeds—For debt repayment and expansion. Office—1328 Washington St., Oakland, Calif. Underwriters—Kleiner, Bell & Co., Beverly Hills, Calif. and Rittmaster, Voisin & Co., N. Y.

● **Best Plastics Corp.**
Sept. 26, 1961 filed 125,000 common, of which 100,000 will be sold by the company and 25,000 by stockholders. Price—\$3. Business—Manufacture of plastic novelties and party favors. Proceeds—New plant and equipment and working capital. Office—945 39th St., Brooklyn, N. Y. Underwriter—S. B. Cantor & Co., N. Y.

● **Bio-Zyme Chemical Corp.**
Oct. 25, 1961 ("Reg. A") 100,000 common. Price—At par (\$2). Business—Production of enzymes, chemicals and pharmaceuticals. Proceeds—For equipment and general corporate purposes. Office—4250 South Produce Plaza, Vernon, Calif. Underwriter—First Citizen Corp., Los Angeles.

● **Bixler-Haynes Chemical Co., Inc.**
Nov. 15, 1961 ("Reg. A") 50,000 common to be offered to stockholders. Price—\$1.50. Business—Manufacturer of special type chemicals. Proceeds—For debt repayment and working capital. Address—Roebuck, S. C. Underwriter—None.

● **Bloch Brothers Tobacco Co.**
July 3, 1961 ("Reg. A") 4,000 common shares (par \$12.50). Price—By amendment. Proceeds—For the selling stockholders. Office—4000 Water St., Wheeling, W. Va. Underwriter—Fulton, Reid & Co., Inc., Cleveland.

● **Block (H. R.), Inc.**
Nov. 16, 1961 ("Reg. A") 75,000 common, of which 25,000 shares are to be offered by the company and 50,000 shares by selling stockholders. Price—\$4. Business—Preparation of Federal and State income tax returns. Proceeds—For working capital. Office—3937 Main St., Kansas City, Mo. Underwriter—George K. Baum & Co., Kansas City.

● **Blue Haven Pools**
Nov. 1, 1961 ("Reg. A") 75,000 capital shares, of which 40,000 are to be offered by the company and 35,000 by stockholders. Price—\$4. Business—Design, construction and installation of swimming pools and equipment. Proceeds—For debt repayment and general corporate purposes. Office—11933 Vose St., North Hollywood, Calif. Underwriter—Pacific Coast Securities Co., San Francisco. Offering—Expected sometime in January.

● **Bolar Pharmaceutical Co. Inc.**
Oct. 18, 1961 ("Reg. A") 50,000 class A common. Price—\$2. Business—Compounds, manufactures and packages private label drugs and vitamins. Proceeds—For an acquisition and equipment. Office—54 McKibben St., Brooklyn, N. Y. Underwriter—Natale, Miller & Co., Inc., New York.

● **Borden Co. (12/6)**
Nov. 16, 1961 filed \$50,000,000 of sinking fund debentures due 1991. Price—By amendment. Business—Manufacture and distribution of dairy, food and chemical products. Proceeds—Construction, debt repayment and other corporate purposes. Office—350 Madison Ave., N. Y. Underwriter—Morgan Stanley & Co., N. Y.

● **Boro Electronics, Inc. (12/4-8)**
Aug. 30, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The distribution of electronic products manufactured by others. Proceeds—For inventory, equipment, advertising, promotion, working capital and repayment of loans. Office—69-18 Roosevelt Ave., Woodside, N. Y. Underwriter—McLaughlin, Kaufman & Co., N. Y.

● **Boston Pneumatics, Inc.**
Nov. 13, 1961 ("Reg. A") 93,500 class A shares of which 85,000 will be sold for the company and 8,500 for the underwriter. Price—\$2. Business—Fabrication, assembly and sale of tools powered by compressed air. Proceeds—For debt repayment and working capital. Office—365 Arlington Ave., Brooklyn 8, N. Y. Underwriter—T. M. Kirsch Co., Inc., N. Y.

● **Bowey's, Inc.**
Oct. 30, 1961 filed 80,000 common, of which 40,000 are to be offered by the company and 40,000 by a stockholder. Price—By amendment. Business—Manufactures, processes and supplies powders, syrups, flavorings, etc., to food industry. Proceeds—For repayment of debt and working capital. Office—679 N. Orleans St., Chicago, Ill. Underwriter—Cruttenden, Podesta & Co., Chicago. Offering—Expected sometime in late January.

● **Bowling Internazionale, Ltd.**
June 30, 1961 filed 200,000 common shares. Price—\$5. Proceeds—For the construction or acquisition of a chain of bowling centers principally in Italy, and for expansion and working capital. Office—80 Wall St., New York. Underwriters—V. S. Wickett & Co., and Thomas, William, & Lee, Inc., New York City.

● **Brite Universal, Inc.**
July 31, 1961 filed 100,000 common shares and \$1,000,000 of 10% subordinated debentures due 1966 to be offered for public sale and 108,365 common shares to be offered for subscription by stockholders of Brite Uni-

versal, Inc. (N. Y.) parent company, on the basis of 2 1/2 shares for each class A and class B shares held of record Nov. 30, with rights to expire Dec. 13. Price—For the stocks—\$5; for the debentures—at par. Business—The operation of a consumer finance business in N. Y., N. J., and Pa. Office—441 Lexington Ave., N. Y. C. Underwriter—None.

● **Bronzini, Ltd. (12/11-15)**
Aug. 23, 1961 filed 125,000 common. Price—\$6. Business—Manufacture of men's wear accessories. Proceeds—Redemption of the 10% preferred stock, repayment of a loan, expansion and working capital. Office—720 Fifth Ave., N. Y. Underwriter—A. J. Gabriel & Co., Inc., N. Y.

● **Browning Arms Co.**
Nov. 27, 1961 filed 368,700 common, of which 150,000 are to be offered by the company and 218,700 by the stockholders. Price—By amendment. Business—Development, importation and distribution of sporting firearms. Proceeds—For construction and general corporate purposes. Office—First Security Bank Bldg., Ogden, Utah. Underwriter—Harriman Ripley & Co., Inc., N. Y.

● **Building Ventures, Inc.**
Oct. 27, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Real estate. Proceeds—For working capital. Office—309 Main St., Islip, N. Y. Underwriter—Albion Securities Co. Inc., N. Y. Offering—Expected in Jan.

● **Burnham & Morrill Co.**
Oct. 25, 1961 filed 187,250 common. Price—By amendment. Business—Manufacture of canned foods, frozen dinners and baked beans. Proceeds—For selling stockholders. Office—45 Water St., Portland, Me. Underwriter—Hornblower & Weeks, N. Y. Offering—In January.

● **Burros Corp.**
Oct. 30, 1961 filed 70,000 common, of which 40,000 are to be offered by the company and 30,000 by stockholders. Price—By amendment. Business—Designs, manufactures, imports and distributes artificial flowers. Proceeds—For repayment of debt and general corporate purposes. Office—111 W. 19th St., N. Y. Underwriter—Rodetsky, Walker & Co., Inc., N. Y.

● **Burton Mount Corp.**
Sept. 22, 1961 filed 100,000 common. Price—\$6. Business—Importation and distribution of copying machines and supplies. Proceeds—Repayment of debt, inventory, sales promotion and other corporate purposes. Office—2147 Jericho Turnpike, New Hyde Park, N. Y. Underwriter—Reiner, Linburn & Co., N. Y.

● **Bush Terminal Co.**
Nov. 7, 1961 filed 92,320 common to be offered to stockholders on a 1-for-10 basis. Price—By amendment. Business—Operation of warehouses, manufacturing buildings, piers and railroad facilities. Proceeds—For working capital. Office—48 43rd St., Brooklyn, N. Y. Underwriter—None. Offering—Expected in late Dec.

● **Business Growth Funding Corp.**
Sept. 20, 1961 filed 100,000 common. Price—\$4. Business—Making of loans to small business concerns, purchase of machinery for lease, and the providing of management counseling. Proceeds—For working capital. Office—527 Lexington Ave., N. Y. Underwriter—Morton Klein & Co., Inc., N. Y.

● **Cable Carriers, Inc.**
March 23, 1961 filed 196,109 shares of capital stock. Price—\$1.15. Business—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. Proceeds—For working capital. Office—Kirk Boulevard, Greenville, S. C. Underwriter—Capital Securities Corp., Greenville, S. C.

● **Caldwell Publishing Corp.**
Oct. 27, 1961 filed 137,500 capital shares. Price—\$5. Business—Publishing of text books and general educational works. Proceeds—For general corporate purposes. Office—339 W. 51st St., N. Y. Underwriter—S. B. Cantor Co., N. Y.

● **California Real Estate Investment Trust**
Aug. 17, 1961 filed 1,000,000 shares of beneficial interest. Price—\$10. Business—Real estate investment. Office—12014 Wilshire Blvd., Los Angeles. Underwriter—Harnack, Gardner & Co., (same address). Note—This company formerly was named California Real Estate Investors. Offering—Imminent.

● **Cambridge Fund of California, Inc.**
Sept. 28, 1961 filed 280,000 common. Price—By amendment. Business—General real estate. Proceeds—Debt repayment and working capital. Office—324 E. Bixby Rd., Long Beach, Calif. Underwriter—To be named. Offering—Expected sometime in January.

● **Camp Chemical Co., Inc.**
Aug. 25, 1961 filed 110,000 capital shares. Price—\$3. Business—Manufacture of sanitation chemicals. Proceeds—Advertising, additional sales personnel, inventories and accounts receivable. Office—Second Ave., and 13th St., Brooklyn. Underwriter—Russell & Saxe, Inc., N. Y. Offering—Imminent.

● **Campbell-Lurie Plastics, Inc.**
Oct. 27, 1961 filed 574,250 common, of which 500,000 are to be offered by the company and 74,250 by a stockholder. Price—\$2.50. Business—Company is engaged in the plastic business as a converter of raw materials. Proceeds—For debt repayment and working capital. Office—5440 Highway Ave., Jacksonville, Fla. Underwriter—Florida Growth Securities, Inc., Jacksonville.

● **Campus Casuals of California (12/11-15)**
Oct. 11, 1961 filed 140,000 common. Price—By amendment. Business—Manufactures ladies' apparel. Proceeds—For selling stockholders. Office—719 S. Los Angeles St., Los Angeles, Calif. Underwriter—William R. Staats & Co., Los Angeles.

Canbowl Centers Ltd.

Aug. 4, 1961 filed 131,500 common shares to be offered for subscription by stockholders of American Bowling Enterprises, Inc., parent company, on the basis of one share for each four American shares held. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For working capital and the construction and operation of bowling centers. **Office**—100 Wilder Bldg., Rochester, N. Y. **Underwriter**—None.

Cap & Gown Co. (12/5)

Sept. 21, 1961 filed 192,400 class A common, of which 125,500 are to be offered by the company and 66,000 by stockholders. **Price**—By amendment. **Business**—Manufacture, rental, and sale of graduation caps, gowns, choir robes and related apparel. **Proceeds**—Plant expansion, repayment of debt and other corporate purposes. **Office**—100 N. Market St., Champaign, Ill. **Underwriter**—Kidder, Peabody & Co., Inc., N. Y.

Capitol Research Industries, Inc.

June 28, 1961 filed 165,000 common shares and 75,000 common stock purchase warrants. **Price**—For stock, \$2; for warrants, 20 cents. **Business**—The manufacture of X-ray film processing machines. **Proceeds**—For repayment of loans and working capital. **Office**—4206 Wheeler Ave., Alexandria, Va. **Underwriter**—None.

Captain's Corp.

Oct. 11, 1961 ("Reg. A") 65,000 common. **Price**—\$3.30. **Business**—General real estate. **Proceeds**—For debt repayment and general corporate purposes. **Office**—6945 Nicollet Ave., Minneapolis. **Underwriters**—Irving J. Rice & Co., Inc., St. Paul; R. J. Steichen & Co., Minneapolis; Bardon Higgins & Co., Inc., Duluth, and C. D. Mahoney & Co., Inc., Minneapolis.

Card Key Systems, Inc.

July 28, 1961 ("Reg. A") 60,000 common shares (no par). **Price**—\$5. **Proceeds**—For research and development, advertising equipment and working capital. **Office**—923 S. San Fernando Boulevard, Burbank, Calif. **Underwriter**—Rutner, Jackson & Gray, Inc., Los Angeles. **Offering**—Expected in early February.

Caribbean Cement Co., Ltd.

Oct. 18, 1961 filed 272,000 American Depositary Shares, each share representing one ordinary share. **Price**—By amendment. **Business**—Manufacture of cement. **Proceeds**—For selling stockholders. **Office**—Kingston, Jamaica. **Underwriter**—Paribas Corp., N. Y.

Caribbean Shoe Corp.

Oct. 18, 1961 filed 149,794 common, of which 146,667 will be sold by the company and 3,127 by a stockholder. **Price**—\$6. **Business**—Design, manufacture and distribution of custom made shoes for women. **Proceeds**—General corporate purposes. **Office**—253 S. W. 8th St., Miami, Fla. **Underwriter**—Robert L. Ferman & Co., Inc., Miami. **Offering**—Expected sometime in January.

★ Carolinas Capital Corp.

Nov. 22, 1961 filed 500,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—1200 North Carolina National Bank Bldg., Charlotte, N. C. **Underwriter**—R. S. Dickson & Co., Charlotte.

Cary Chemicals, Inc.

Sept. 27, 1961 filed 1,031,939 common to be offered for subscription by common stockholders and holders of convertible securities at the rate of one new share for each two held. **Price**—By amendment. **Business**—Manufacture of vinyl chloride polymer and copolymer resins, polyvinyl chloride compounds, and polyvinyl chloride sheeting and laminates and polyethylene film. **Proceeds**—For expansion. **Office**—Ryders Lane, E. Brunswick, N. J. **Underwriters**—Lee Higginson Corp., and P. W. Brooks & Co., N. Y. (mgr.). **Offering**—Late December.

Casavan Industries, Inc.

Aug. 21, 1961 filed 350,000 capital shares. **Price**—\$7. **Business**—Production of plastics, marble and ceramics for the packaging and building industries. **Proceeds**—For expansion, leasehold improvements, repayment of loans and other corporate purposes. **Office**—250 Vreeland Ave., Paterson, N. J. **Underwriter**—Foundation Securities, Inc., N. Y.

Catamount, Inc. (12/4-8)

Aug. 23, 1961 ("Reg. A") \$30,000 of debentures due Sept. 1, 1976, to be offered in units of \$500. **Price**—At par.

Proceeds—For operation of a ski resort. **Address**—Egremont, Mass. **Underwriter**—Kennedy & Peterson, Inc., Hartford, Conn.

Cavalier Radio & Electronics Corp.

Oct. 27, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of specialized radios and phonographs. **Proceeds**—New products, equipment and working capital. **Office**—66-02 Austin St., Forest Hills, N. Y. **Underwriter**—General Securities Co., Inc., N. Y. **Offering**—Expected sometime in January.

Ceco Steel Products Corp.

Nov. 13, 1961 filed 18,000 common. **Price**—By amendment. **Business**—Manufacture of products for the construction industry. **Proceeds**—For selling stockholders. **Office**—5601 W. 26th St., Chicago. **Underwriter**—Hornblower & Weeks, N. Y. **Offering**—Expected in January.

Central American Mining & Oil, Inc.

Oct. 30, 1961 filed 494,250 common. **Price**—\$5. **Business**—Exploration for oil, gas and other minerals. **Proceeds**—For general corporate purposes. **Office**—Edificio Banco Atlantida, Tegucigalpa, D. C., Honduras. **Underwriter**—None.

★ Century Brick Corp. of America

Nov. 9, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Company has developed a process for producing simulated brick facing for buildings. **Proceeds**—For general corporate purposes. **Office**—4506 W. 12th St., Erie, Pa. **Underwriter**—Sandkuhl & Co., Inc., N. Y.

Certified Industries, Inc.

Sept. 28, 1961 filed \$750,000 of 6% convertible subordinated debentures due 1976 with attached warrants to purchase 15,000 class A shares to be offered in units (of one \$250 debenture and a warrant to purchase 5 shares) for subscription by holders of class A and class B shares at the rate of one unit for each 50 shares held. **Price**—\$250 per unit. **Business**—Production of concrete for construction purposes. **Proceeds**—For expansion, equipment and working capital. **Office**—344 Duffy Ave., Hicksville, N. Y. **Underwriter**—Singer, Bean & Mackie, Inc., N. Y.

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NEW ISSUE CALENDAR**December 1 (Friday)**

Kratter Corp. **Debentures**
(Offering to stockholders—no underwriting) \$100,000,000

December 4 (Monday)

Acro Electronic Products Co. **Common**
(Roth & Co., Inc.) \$400,000
Aerological Research, Inc. **Common**
(A. D. Gilhart & Co., Inc.) \$350,000
Alpine Geophysical Associates, Inc. **Common**
(S. D. Fuller & Co.) 150,000 shares
Atlantic Improvement Corp. **Common**
(Bear, Stearns & Co. and Finkle & Co.) 150,000 shares
Bell Television, Inc. **Common**
(Investment Planning Group, Inc.) \$300,000
Boro Electronics, Inc. **Common**
(McLaughlin, Kaufmann Co.) \$300,000
Catamount, Inc. **Debentures**
(Kennedy & Peterson, Inc.) \$30,000
Childcraft Equipment Co., Inc. **Common**
(Glanis & Co., Inc.) \$195,000
Cole Vending Industries, Inc. **Common**
(Straus, Blosser & McDowell) 115,000 shares
Continental Vending Machine Corp. **Debentures**
(Offering to stockholders—underwritten by Hardy & Co.)
\$5,052,700
Coyle's Voting Machine Co. **Common**
(John A. Kenper & Co.) \$147,500
Creative Electronics, Inc. **Class A**
(No underwriting) 75,000 shares
Crossway Motor Hotels, Inc. **Common**
(Candee & Co.) \$350,000
Diversified Small Business Investment Corp. **Com.**
(Lieberbaum & Co. and Morris Cohen & Co.) \$3,000,000
Electronics Discovery Corp. **Common**
(Globus, Inc.) \$150,000
Empire Precision Components, Inc. **Class A**
(Ezra Kuren Co.) \$260,000
Fashion Homes Inc. **Common**
(Globus, Inc., and Ross Lync & Co., Inc.) \$450,000
Fleetwood Securities Corp. of America **Common**
(General Securities Co., Inc.) \$700,000
Flovd Bennett Stores, Inc. **Common**
(Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co.)
100,000 shares
General Forms, Inc. **Common**
(Equity Securities Co. and Guardian Securities Corp., Miami)
\$300,000
Growth Properties **Common**
(Pacific Coast Securities Co.) 50,000 shares
Happy House, Inc. **Common**
(No underwriting) \$700,000
Hygiene Industries Inc. **Common**
(Milton D. Blauner & Co.) \$1,000,000
Hygrade Packaging Corp. **Class A**
(P. J. Gruber & Co., Inc.) 100,000 shares
Jayark Films Corp. **Common**
(Pacific Coast Securities Co.) 72,000 shares
L. L. Drug Co., Inc. **Common**
(Sevens Investment Co.) \$450,000
Metal Bellows Corp. **Common**
(Estabrook & Co.) 140,000 shares
Monmouth Electric Co., Inc. **Common**
(Crittenden, Podesta & Co. and Spear, Leeds & Kellogg)
\$1,200,000
NAC Charge Plan and Northern
Acceptance Corp. **Common**
(Sord & Co.) 33,334 shares
Nalley's, Inc. **Common**
(Blyth & Co., Inc.) 210,000 shares
Orbit Industries, Inc. **Common**
(Hodgeson & Co., Inc.) \$500,000
Pacific Nutrient & Chemical Co. **Common**
(N. A. Hart & Co., Inc.) \$400,000

Pakco Management & Development Co. **Common**
(Woodcock, Moyer, Fricke & French, Inc.) \$3,410,000
Paramount Foam Industries **Common**
(Flaikov & Co., Inc. and Stanley Heller & Co.) 137,500 shares
Photo-Animation, Inc. **Common**
(First Philadelphia Corp.) \$187,500
Product Research of R. I., Inc. **Common**
(Continental Bond & Share Corp.) \$676,500
Pyrometer Co. of America, Inc. **Common**
(Arnold Malkan & Co., Inc.) 300,000 shares
Rantec Corp. **Common**
(Blyth & Co., Inc.) 100,000 shares
Science Research Associates, Inc. **Common**
(White, Weld & Co., Inc. and William Blair & Co.)
150,040 shares
Sel-Rex Corp. **Common**
(Eastman Dillon, Union Securities & Co.) 200,000 shares
Shaer Shoe Corp. **Common**
(Dean Witter & Co.) 225,000 shares
Southern Growth Industries, Inc. **Common**
(Capital Securities Corp.) \$600,000
Swift Homes, Inc. **Common**
(Eastman Dillon, Union Securities & Co.) 240,000 shares
Thermionix Industries Corp. **Common**
(D. L. Capas Co.) \$300,000
Val-U Homes Corp. of Delaware **Common**
(Stearns & Co.) \$500,000
Valley Gas Production, Inc. **Common**
(White, Weld & Co.) 194,000 shares
Varicraft Industries, Inc. **Common**
(Mayo & Co., Inc.) \$270,000
World Wide Bowling Enterprises, Inc. **Common**
(Fraser & Co.) \$520,000

December 5 (Tuesday)

American Data Machines, Inc. **Common**
(Golkin, Bomback & Co.) \$675,000
Cap & Gown Co. **Class A**
(Kidder, Peabody & Co.) 192,400 shares
Houston Corp. **Common**
(Offering to stockholders—underwritten by Blyth & Co., Inc.,
Lehman Brothers and Allen & Co.) 583,334 shares
Southwestern Research & Development Co. **Com.**
(Wilson, Johnson & Higgins) \$6,000,000
Super Valu Stores, Inc. **Common**
(White, Weld & Co., Inc. and J. M. Dain & Co., Inc.)
115,000 shares

December 6 (Wednesday)

Ace Trophies Corp. **Common**
(Ezra Kuren Co.) \$200,000
Borden Co. **Debentures**
(Morgan Stanley & Co.) \$50,000,000
Foods Plus, Inc. **Common**
(Shearson, Hammill & Co.) 150,000 shares
General Telephone Co. of California **Bonds**
(Bids 11 a.m. EST) \$25,000,000
Gibraltar Financial Corp. of California **Debent.**
(White, Weld & Co. and Dean Witter & Co.) \$5,500,000
Meehan-Tooker Co., Inc. **Common**
(Harry Odzer Co. and Bruno-Lenchner, Inc.) \$500,000
National Hospital Supply Co. **Common**
(Edward Lewis Co., Inc. and Underhill Securities Corp.)
\$300,000
Vic Tanny Enterprises, Inc. **Common**
(Globus, Inc.) \$1,250,000

December 7 (Thursday)

Duffy-Mott Co., Inc. **Common**
(Kidder, Peabody & Co.) 100,000 shares
Wards Co., Inc. **Common**
(Stein Eros & Boyce) 110,000 shares

December 11 (Monday)

AMT Corp. **Common**
(A. G. Becker & Co.) 230,000 shares
Air Master Corp. **Common**
(Francis I. du Pont & Co.) 200,000 shares
Albert Voigt Industries, Inc. **Common**
(David Barnes & Co., Inc.) \$320,000
All Star World Wide, Inc. **Debentures**
(Alessandrini & Co., Inc. and Hardy & Hardy) \$250,000
All Star World Wide, Inc. **Common**
(Alessandrini & Co., Inc. and Hardy & Hardy) \$750,000
Aveeno Pharmaceuticals, Inc. **Common**
(Laird & Co., Corp.) 125,000 shares
Barry (R. G.) Corp. **Common**
(Arnold Malkan & Co.) \$500,000
Bronzini, Ltd. **Common**
(A. J. Gabriel & Co., Inc.) \$750,000
Campus Casuals of California **Common**
(William R. Staats & Co.) 140,000 shares
Citizens Life Insurance Co. of New York **Common**
(A. G. Becker & Co.) 147,000 shares
Commerce Clearing House, Inc. **Common**
(Dillon, Read & Co., Inc.) \$360,000
Commonwealth Theatres of Puerto Rico, Inc. **Com.**
(J. R. Williston & Beane) \$1,000,000
Community Charge Plan **Units**
(Troster, Singer & Co.) 36,000 units
Consolidated Chemical & Paint Corp. **Units**
(Armstrong & Co. and L. C. Wegard & Co.) \$550,000
Dale Systems, Inc. **Common**
(Theodore Arrin & Co., Inc.) \$325,000
Dero Research & Development Corp. **Common**
(James Co.) \$129,600
EMAC Data Processing Corp. **Common**
(M. W. Janis Co., Inc.) \$250,000
Family Circle Associates, Inc. **Common**
(Russell & Saxe, Inc.) \$350,000
Fram Corp. **Common**
(Merrill Lynch, Pierce, Fenner & Smith Inc.) 50,000 shares
General Research Corp. **Units**
(Wilson, Ehl, Demos, Bailey & Co.) \$279,130
Hartfield Stores, Inc. **Debentures**
(Van Alstyne, Noel & Co. and Johnston, Lemon & Co.) \$5,000,000
High Temperature Materials, Inc. **Common**
(L. F. Rothschild & Co.) 120,000 shares
Kendall Industries, Inc. **Common**
(Currier & Carlsen, Inc.) \$600,000
Kenwin Shops, Inc. **Common**
(D. H. Blair & Co. and Johnson, Lane, Space Corp.) \$400,000
Kulicke & Soffa Manufacturing Co. **Common**
(Marron, Sloss & Co., Inc.) 122,980 shares
Lance, Inc. **Common**
(R. S. Dickson & Co.) 364,000 shares
Lincoln Fund, Inc. **Common**
(Horizon Management Corp.) 951,799 shares
Ludwig Engineering & Science **Common**
(Dempsey-Tegeler & Co., Inc.) 125,000 shares
Macoid Industries, Inc. **Common**
(Charles Plohn & Co.) \$1,500,000
Major Finance Corp. **Units**
(Manhattan Eastern Corp.) \$600,000
Mann Research Laboratories, Inc. **Common**
(L. D. Sherman & Co.) \$300,000
Marlene Industries Corp. **Common**
(Bernard M. Kahn & Co., Inc.) \$1,575,000
Martin Yale Business Machines Corp. **Units**
(Richard Bruce & Co., Inc.) \$350,000
Metrodynamics Corp. **Common**
(First Philadelphia Corp.) \$110,000
Miss Elliette, Inc. **Common**
(F. L. Rossman & Co.) 100,000 shares
Mon-Dak Feed Lot, Inc. **Common**
(Wilson, Ehl, Demos, Bailey & Co.) \$450,000

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Challenger Products, Inc.
June 30, 1961 filed 125,000 common shares. Price—\$5. Proceeds—For the repayment of debt, purchase of new equipment, and working capital. Office—2934 Smallman St., Pittsburgh, Pa. Underwriter—Arthurs, Lestrangle & Co., Pittsburgh. Offering—Expected in early December.

Chandler Leasing Corp.
Sept. 26, 1961 filed 143,000 common. Price—By amendment. Business—Leasing of equipment. Proceeds—For the purchase of 20 class A common shares from a director, and working capital. Office—17 Dunster St., Cambridge, Mass. Underwriter—G. H. Walker & Co., N. Y.

Chester Electronic Laboratories, Inc.
Sept. 27, 1961 filed 100,000 common. Price—By amendment. Business—Manufacture of electronic teaching equipment. Proceeds—For acquisition of a plant and equipment, debt repayment, new products and working capital. Address—Chester, Conn. Underwriter—Putnam & Co., Hartford. Offering—Expected in December.

Childcraft Equipment Co., Inc. (12/4-8)
Oct. 20, 1961 ("Reg. A") 65,000 common. Price—\$3. Business—Design, development and marketing of educational equipment for children of nursery school age. Proceeds—For working capital. Office—155 E. 23rd St., N. Y. Underwriter—Gianis & Co., Inc., N. Y.

Church Builders, Inc.
Feb. 6, 1961 filed 50,000 shares of common stock, series 2. Price—\$5.50 per share. Business—A closed-end diversified management investment company. Proceeds—For investment. Office—501 Bailey Ave., Fort Worth, Tex. Distributor—Associates Management, Inc., Fort Worth.

Cineque Colorfilm Laboratories, Inc.
Aug. 29, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—The production of slides and color film strips. Proceeds—For equipment, sales promotion and advertising. Office—424 E. 89th St., N. Y. Underwriter—Paul Eisenberg Co., N. Y.

Citizens Life Ins. Co. of New York (12/11-15)
Sept. 8, 1961 filed 147,000 common, of which 100,000 will be sold by the company and 47,000 by a stockholder.

Price—By amendment. Business—The writing of ordinary life, group life and group credit life insurance. Proceeds—For investment in income producing securities. Office—33 Maiden Lane, N. Y. Underwriter—A. G. Becker & Co., N. Y. (mgr.).

Civic Center Redevelopment Corp.
Nov. 13, 1961 filed \$21,780,000 of income debentures due 1995 and 220,000 common shares to be offered in units consisting of 1% of stock and 99% of debentures. Price—By amendment. Business—Company was formed for the purpose of revitalizing downtown St. Louis. Proceeds—For acquisition of land, construction of a stadium and related facilities. Office—407 N. 8th St., St. Louis. Underwriter—None.

Clute (Francis H.) & Son, Inc.
July 3, 1961 filed 1,000,000 common shares. Price—\$1.50. Business—The manufacture of farm and industrial equipment. Proceeds—For materials and inventory, research and development and working capital. Office—1303 Elm St., Rocky Ford, Colo. Underwriter—Stone, Altman & Co., Inc., Denver. Offering—In late December or early January.

Colby (Jane), Inc.
Oct. 19, 1961 filed 105,000 common, of which 50,000 shares are to be offered by the company and 55,000 shares by stockholders. Price—\$10. Business—Manufacture of women's apparel. Proceeds—For general corporate purposes. Office—113 Fourth Ave., N. Y. Underwriter—Meade & Co., N. Y. Offering—Expected in Jan.

Cole Vending Industries, Inc. (12/4-8)
Aug. 28, 1961 filed 115,000 common. Price—\$5. Business—The manufacture, sale and servicing of vending machines. Proceeds—For working capital. Office—560 W. Lake St., Chicago. Underwriter—Straus, Blosser & McDowell, Chicago (mgr.).

Coleco Industries, Inc.
Sept. 26, 1961 filed 120,000 common, of which 12,000 shares will be offered by the company and 108,000 by stockholders. Price—By amendment. Business—Manufactures plastic toys, play pools, toy boats and houses, and games. Proceeds—For plant expansion and working

capital. Office—75-77 Windsor St., Hartford, Conn. Underwriter—Cooley & Co., Hartford, Conn.

Columbus Plastic Products, Inc.
Nov. 22, 1961 filed 163,600 common, of which 100,000 are to be offered by the company and 63,600 by stockholders. Price—By amendment. Business—Design and manufacture of injection and blow molded plastic housewares. Proceeds—To purchase machinery, expand facilities, repay debt, and increase working capital. Office—1625 W. Mound St., Columbus, O. Underwriter—W. E. Hutton & Co., Cincinnati.

Comcor, Inc.
Nov. 16, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Manufacture of electronic analog computers. Proceeds—For general corporate purposes. Office—5310 E. Pacific Place, Denver. Underwriter—None.

Commerce Clearing House, Inc. (12/11-15)
Nov. 9, 1961 filed 360,000 common. Price—By amendment. Business—Creation and production of topical law reports. Proceeds—For selling stockholders. Office—4025 W. Peterson Ave., Chicago. Underwriter—Dillon, Read & Co. Inc., N. Y.

Commonwealth Edison Co. (12/13)
Nov. 17, 1961 filed \$40,000,000 of sinking fund debentures due Dec. 1, 2011. Proceeds—For redemption of all 400,000 outstanding 4.64% cumulative preferred shares (\$100 par). Office—72 West Adams St., Chicago. Underwriters—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Glore, Forgan & Co. Bids—Expected Dec. 13 at 9:30 a.m. (CST).

Commonwealth Realty Trust
Nov. 22, 1961 filed 430,556 shares. Price—\$10. Business—A real estate investment trust. Proceeds—For general corporate purposes. Office—8201 Fenton Road, Philadelphia. Underwriters—Woodcock, Moyer, Fricke & French, Inc., and Gerstley, Sunstein & Co., Philadelphia.

Commonwealth Theatres of Puerto Rico, Inc. (12/11-15)
July 28, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. Price—\$10. Business—Operation of a chain of the-

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Old Empire, Inc. Debentures
(Laird, Bissell & Meeds) \$950,000

Orion Electronics Corp. Common
(A. D. Gilhart & Co., Inc.) \$350,000

Pako Corp. Common
(Paine, Webber, Jackson & Curtis) 150,000 shares

Personal Property Leasing Co. Debentures
(Dempsy-Tegeler & Co., Inc.) \$2,000,000

Plymouth Discount Corp. Common
(M. Posey Associates, Ltd.) \$300,000

Polytronic Research, Inc. Common
(Jones, Kreger & Co. and Balogh & Co.) 193,750 shares

Quartite Creative Corp. Common
(Shell Associates, Inc. and Godfrey, Hamilton & Taylor & Co.) \$500,000

Quik-Chek Electronics & Photo Corp. Common
(J. R. Williston & Beane) \$1,100,000

Raymond Engineering Laboratory, Inc. Common
(Lee Higginson Corp.) 100,000 shares

Realty Equities Corp. of New York Units
(Offering to stockholders—underwritten by Sutro Bros. & Co.) \$1,675,800

Rocket Power, Inc. Common
(Paine, Webber, Jackson & Curtis) 200,000 shares

Savin Business Machines Corp. Common
(Ira Haupt & Co.) \$1,500,000

Semicon, Inc. Common
(S. D. Fuller & Co.) 125,000 shares

Sierra Capital Co. Capital
(C. E. Unterberg, Towbin Co.) 1,000,000 shares

Southern Realty & Utilities Corp. Units
(Hirsch & Co. and Lee Higginson Corp.) 8,280 units

Susan Crane Packaging, Inc. Common
(C. E. Unterberg, Towbin Co.) 150,000 shares

Tower Communications Co. Common
(C. E. Unterberg, Towbin Co.) 125,000 shares

Trio-Tech, Inc. Common
(Ezra Kureen Co.) \$200,000

Turner Engineering & Automation Corp. Com.
(Valley Forge Securities Co., Inc.) \$300,000

U. S. Controls, Inc. Common
(N. A. Hart & Co.) \$270,000

United Exposition Service Co. Common
(Drexel & Co.) 100,000 shares

United States Crown Corp. Common
(Adams & Peck) \$1,200,000

Valley Forge Products, Inc. Capital
(Herzfeld & Stern) 120,000 shares

Virginia Dare Stores Corp. Common
(Lehman Brothers) 154,000 shares

Windsor (Key), Inc. Class A
(Lee Higginson Corp.) 200,000 shares

Worldwide Fund Ltd. Common
(Burnham & Co.) \$10,000,000

December 12 (Tuesday)

Tennessee Gas Transmission Co. Debentures
(Stone & Webster Securities Corp.; White, Weld & Co. and Halsey, Stuart & Co., Inc.) \$50,000,000

Tip Top Products Co. Class A
(White, Weld & Co., Inc. and First Nebraska Securities Corp.) 121,778 shares

Tip Top Products Co. Class B
(White, Weld & Co., Inc. and First Nebraska Securities Corp.) 130,222 shares

December 13 (Wednesday)

Commonwealth Edison Co. Debentures
(Bids 9:30 a.m. CST) \$40,000,000

Pacific Lighting Corp. Common
(Blyth & Co., Inc.) 600,000 shares

Pulp Processes Corp. Common
(Wilson, Johnson & Higgins) \$700,000

December 14 (Thursday)

Bel-Aire Products, Inc. Common
(Ehrlich, Irwin & Co., Inc.) \$300,000

Demarco Business Forms Inc. Common
(Supple, Yeatman, Mosley Co., Inc.) 100,000 shares

December 15 (Friday)

Marks Polarized Corp. Common
(Ross, Lyon & Co., Inc.; Glass & Ross, Inc. and Globus, Inc.) 95,000 shares

North Carolina Natural Gas Corp. Bonds
(Kiddler, Peabody & Co.) \$2,250,000

December 18 (Monday)

Aero-Dynamics Corp. Common
(Cambridge Securities, Inc. and Edward Lewis Co., Inc.) \$500,000

Agency Tile Industries, Inc. Common
(International Services Corp.) \$300,000

Alson Manufacturing Co. Common
(Albion Securities Co., Inc.) \$300,000

American Financial Corp. Common
(Shearson, Hammill & Co. and Westheimer & Co.) 150,000 shares

American Realty & Petroleum Corp. Debentures
(Troster, Singer & Co.) \$2,000,000

Authenticolor Inc. Common
(General Economics Corp.) 148,200 shares

Barry-Martin Pharmaceuticals, Inc. Common
(Edward Hindley & Co.) \$300,000

Consolidated Vending Corp. Units
(William, David & Mottl, Inc.) \$400,000

Cooke Engineering Co. Common
(Jones, Kreger & Co.) \$352,000

Cromwell Business Machines, Inc. Common
(Pacific Coast Securities Co.) \$300,000

Dynamic Toy, Inc. Common
(Hancock Securities Corp.) \$243,000

Eastern Properties Improvement Corp. Common
(Woodcock, Moyer, Fricke & French, Inc.) \$2,500,000

Eastern Properties Improvement Corp. Debentures
(Woodcock, Moyer, Fricke & French, Inc.) \$1,500,000

Electronic Communications, Inc. Common
(Laird & Co., Corp.) 150,000 shares

Energy Components Corp. Common
(Albion Securities Co., Inc.) \$175,000

Executive House, Inc. Units
(Bear, Stearns & Co. and Straus, Blosser & McDowell Co.) 200,000 units

Fifth Avenue Cards, Inc. Capital
(Hardy & Co.) 115,000 shares

Green (Henry J.) Instrument Co. Common
(N. A. Hart & Co., Inc.) \$315,000

Hannett Industries, Inc. Common
(Albion Securities Co., Inc.) \$300,000

Illinois Capital Investment Corp. Common
(Blair & Co., Inc.) 250,000 shares

Jarrell-Ash Co. Common
(Stearns & Co. and Clayton Securities Corp.) 60,000 shares

Kellwood Co. Common
(Goldman, Sachs & Co. and Lehman Brothers) 380,000 shares

Kelly Girl Service, Inc. Common
(Dean Witter & Co.) 100,000 shares

Mercury Photo Corp. Class A
(General Securities Co.; S. Kasdan & Co., Inc. and Dual Planning Corp.) \$500,000

Molecular Dielectrics, Inc. Common
(Street & Co., Inc. and Irving Weiss & Co.) \$750,000

Municipal Investment Trust Fund, Pa. Series. Ints.
(Ira Haupt & Co.) \$6,375,000

Oceanic Instruments, Inc. Common
(Globus, Inc.) \$140,000

Policy-Matic Affiliates, Inc. Capital
(Balogh & Co., Inc.) \$650,000

Recco, Inc. Class A
(Midland Securities Co., Inc.) 75,000 shares

S. O. S. Photo-Cine-Optics, Inc. Units
(William, David & Mottl, Inc.) \$200,000

Sav-Tax Club, Inc. Common
(B. G. Harris & Co., Inc.) \$300,000

Shatterproof Glass Corp. Common
(Shields & Co.) 215,000 shares

Southridge Plastic Products Inc. Class A
(H. Hentz & Co. and Allen & Co.) 205,710 shares

Space Age Materials Corp. Common
(Manufacturers Securities Corp.) \$300,000

Sterling Extruder Corp. Common
(Marron, Sloss & Co.) 90,000 shares

Struthers Scientific & International Corp. Com.
(Hirsch & Co., Inc.) 150,000 shares

Tele-Communications Corp. Common
(Edward Lewis Co., Inc.) \$300,000

Union Title Co. Capital
(No underwriting) \$1,125,000

Union Trust Life Insurance Co. Common
(No underwriting) 300,000 shares

Uropa International, Inc. Common
(Dean Samitas & Co.) \$300,000

Voron Electronics Corp. Class A
(John Josnua & Co., Inc. and Reuben Rose & Co.) \$300,000

Western Semiconductors, Inc. Capital
(Currier & Carlsen, Inc.) \$300,000

Windsor Texprint, Inc. Common
(D. E. Liederman & Co., Inc.) \$530,000

World Scope Publishers, Inc. Common
(Standard Securities Corp.) 300,000 shares

December 20 (Wednesday)

Rubber & Fibre Chemical Corp. Common
(Armstrong & Co., Inc.) \$600,000

December 22 (Friday)

Wulpa Parking Systems, Inc. Common
(Ehrlich, Irwin & Co., Inc.) \$300,000

December 26 (Tuesday)

Interstate Hosts, Inc. Debentures
(Offering to stockholders—underwritten by Glore, Forgan & Co. and H. M. Byllesby & Co., Inc.) \$2,550,000

Medex, Inc. Common
(Globus, Inc.) 110,000 shares

Popular Library, Inc. Capital
(Sutro Brothers & Co.) 127,500 shares

Univend Corp. Common
(Ezra Kureen Co.) \$287,500

Universal Lighting Products, Inc. Common
(Globus, Inc.) \$175,000

December 29 (Friday)

Lunar Enterprises, Inc. Common
(Ehrlich, Irwin & Co., Inc.) \$718,750

January 4, 1962 (Thursday)

Gluckin (Wm.) Co., Ltd. Common
(Globus, Inc.) \$1,750,000

January 9, 1962 (Tuesday)

New York Telephone Co. Bonds
(Bids to be received) \$60,000,000

January 23 (Tuesday)

Texas Power & Light Co. Debentures
(Bids to be received) \$10,000,000

February 6, 1962 (Tuesday)

Elizabethtown Water Co. Debentures
(Bids to be received) \$9,000,000

February 7 (Wednesday)

El Paso Electric Co. Bonds
(Bids to be received) \$10,500,000

March 5, 1962 (Monday)

West Penn Power Co. Bonds
(Bids to be received) \$25,000,000

atres in Puerto Rico. **Proceeds**—For construction of a drive-in movie theatre, building renovations and general corporate purposes. **Address**—Santurce, Puerto Rico. **Underwriter**—J. R. Williston & Beane, N. Y.

Community Charge Plan (12/11-15)

Sept. 22, 1961 filed \$3,600,000 of 6% subordinated debentures due 1976 (with attached warrants to purchase 72,000 common shares) and 216,000 common, to be offered in units consisting of a \$100 debenture (and a warrant to purchase two shares) and six common shares. **Price**—By amendment. **Business**—The purchase at a discount from merchant-members, their accounts receivable arising from customers who hold credit cards issued by these members. **Proceeds**—To repay debt and increase working capital. **Office**—10 Banta Place, Hackensack, N. J. **Underwriter**—Troster, Singer & Co., N. Y.

Computron Corp.

Sept. 15, 1961 filed 500,000 common. **Price**—\$1.15. **Business**—Research, development, design and production of electronic automation devices. **Proceeds**—For equipment, research and development and working capital. **Office**—9330 James Ave., South, Minneapolis. **Underwriter**—Brandtjen & Bayliss, Inc., St. Paul, Minn.

Concours Supply Co., Inc.

Oct. 19, 1961 filed 100,000 class A common. **Price**—\$4. **Business**—Sale of food service and kitchen equipment. **Proceeds**—For equipment, debt repayment and other corporate purposes. **Office**—110 "A" St., Wilmington, Del. **Underwriter**—Roth & Co., Inc., Philadelphia. **Offering**—Expected in late January.

Consolidated Aerosol Corp.

Sept. 29, 1961 ("Reg. A") 70,000 common. **Price**—\$3. **Business**—Compounds and packages cosmetics, household pharmaceutical and industrial products. **Proceeds**—For debt repayment, equipment and working capital. **Office**—107 Sylvester St., Westbury, N. Y. **Underwriter**—J. E. Bayard & Co., Inc., 80 Wall St., New York City.

Consolidated Bowling Corp.

Sept. 28, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Operation of bowling centers. **Proceeds**—For expansion and working capital. **Office**—880 Military Rd., Niagara Falls, N. Y. **Underwriter**—Doolittle & Co., Buffalo, N. Y.

Consolidated Chemical & Paint Corp. (12/11-15)

Aug. 29, 1961 filed \$275,000 of 6½% subordinated convertible debentures due 1968 and 68,750 common to be offered in units consisting of \$100 of debentures and 25 common. **Price**—\$200 per unit. **Business**—The company manufactures from oil, chemicals and pigments, diverse basic paint lines. **Proceeds**—For retirement of outstanding 6% debentures, repayment of debt and working capital. **Office**—456 Driggs Ave., Brooklyn, N. Y. **Underwriters**—Armstrong & Co., N. Y., and L. C. Wegard & Co., Trenton, N. J.

Consolidated Production Corp.

May 26, 1961 filed 125,000 shares of common stock. **Price**—\$15. **Business**—Company buys and manages fractional interests in producing oil and gas properties. **Proceeds**—For investment, and working capital. **Office**—14 North Robinson, Oklahoma City, Okla. **Underwriter**—Shearson, Hammill & Co., New York City (managing). **Note**—This company formerly was named Cadon Production Corp. **Offering**—Temporarily postponed.

Consolidated Vending Corp. (12/18-22)

Aug. 29, 1961 filed \$150,000 of 6% debentures due 1971 and 50,000 common to be offered in units each consisting of \$150 of debentures and 50 common. **Price**—\$400 per unit. **Business**—The operation of vending machines. **Proceeds**—For repayment of loans, new equipment and working capital. **Office**—129 S. State St., Dover, Del. **Underwriter**—William, David & Mottl, Inc., N. Y. C.

Consumer Finance Corp. of America

Oct. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—A finance company. **Proceeds**—For debt repayment, expansion and working capital. **Office**—3000 Federal Highway, Fort Lauderdale, Fla. **Underwriter**—Ellis Securities, Inc., 134 Middle Neck Rd., Great Neck, N. Y.

Consumers Cooperative Association

Nov. 1, 1961 filed \$8,000,000 of 5½% sub. certificates of indebtedness due 1986 and 200,000 shares of 5½% preferred. **Price**—(Certificates) \$100 per unit; (preferred) \$25 per share. **Business**—Manufacture and distribution of petroleum products, fertilizer, feed and other farm supplies. **Proceeds**—For debt repayment, expansion, and other corporate purposes. **Office**—3315 N. Oak Trafficway, Kansas City, Mo. **Underwriter**—None.

Continental Baking Co.

Oct. 10, 1961 filed \$13,113,200 of subord. conv. debentures due 1983 being offered for subscription by stockholders on the basis of \$100 of debentures for each 15 shares held of record Nov. 16 with rights to expire Dec. 5, 1961. **Price**—At par. **Business**—Baking and selling of bread, cakes and related products. **Proceeds**—For debt repayment and construction. **Address**—P. O. Box 731, Rye, N. Y. **Underwriters**—Wertheim & Co., Lehman Brothers and Equitable Securities Corp., N. Y.

Continental Industrial Electronic Corp.

Nov. 21, 1961 filed 200,000 common. **Price**—\$2.50. **Business**—Development and manufacture of television picture tubes. **Proceeds**—For debt repayment and other corporate purposes. **Office**—2724 Leonis Blvd., Los Angeles. **Underwriter**—Amos Treat & Co., Inc., N. Y.

Continental Leasing Corp.

June 19, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Proceeds**—For purchase of new automobiles, advertising and promotion, and working capital. **Office**—4 Gateway Center, Pittsburgh, Pa. **Underwriters**—Cambridge Securities, Inc., and Stevens, Hickey & Co., N. Y. **Offering**—Imminent.

Continental Real Estate Investment Trust

Aug. 3, 1961 filed 300,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate. **Proceeds**—For investment. **Office**—530 St. Paul Place, Baltimore. **Underwriter**—R. Baruch & Co., Inc., Washington, D. C. (mgr.).

Continental Vending Machine Corp. (12/4-8)

Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, to be offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held. **Price**—By amendment. **Business**—The manufacturing of vending machines. **Proceeds**—For repayment of loans and working capital. **Office**—956 Brush Hollow Road, Westbury, L. I., N. Y. **Underwriter**—Hardy & Co., N. Y.

Control Circuits, Inc.

Nov. 16, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—Manufacture of electronic components and assemblies. **Proceeds**—For expansion, research and development and working capital. **Office**—c/o Shepherd, Murtha & Merritt, 97 Elm St., Hartford, Conn. **Underwriter**—John R. Boland & Co., Inc., N. Y.

Control Dynamics, Inc.

Oct. 24, 1961 filed 500,000 common. **Price**—\$1.15. **Business**—Development and production of electronic testing and training devices. **Proceeds**—For expansion and working capital. **Office**—9340 James Ave., S., Minneapolis. **Underwriter**—Brandtjen & Bayliss, Inc., St. Paul.

Control Lease Systems, Inc.

July 21, 1961 ("Reg. A") 225,000 common. **Price**—\$1.15. **Proceeds**—For equipment, research and development and capital expenditures. **Office**—3386 Brownlow Ave., St. Louis Park, Minn. **Underwriters**—J. P. Penn & Co., Inc., and M. H. Bishop & Co., Minneapolis. **Offering**—Imminent.

Cooke Engineering Co. (12/18-22)

Sept. 12, 1961 filed 32,000 common. **Price**—\$11. **Business**—The manufacture of electronic products and the furnishing of engineering services. **Proceeds**—For equipment, new products, sales promotion and working capital. **Office**—735 N. St. Asaph St., Alexandria, Va. **Underwriter**—Jones, Kreeger & Co., Washington, D. C.

Coronet Products Co.

Oct. 31, 1961 ("Reg. A") 62,500 common. **Price**—\$4. **Business**—Manufacture of aluminum storm windows and doors. **Proceeds**—For equipment, inventory and working capital. **Office**—2440 Charlotte St., Kansas City, Mo. **Underwriter**—George K. Baum & Co., Kansas City, Mo.

Corrigan Communications, Inc.

Sept. 28, 1961 filed 375,000 common. **Price**—\$2. **Business**—Development and sale of tutorial electronics communications systems for use in individual class rooms. **Proceeds**—To repay loans, purchase machinery, and increase working capital. **Office**—1111 E. Ash Ave., Fullerton, Calif. **Underwriters**—D. E. Liederman & Co., Inc. N. Y. and Mitchum, Jones & Templeton, Los Angeles. **Offering**—Expected sometime in January.

Cosnat Record Distributing Corp.

May 26, 1961 filed 150,000 shares of common stock, of which 105,556 shares are to be offered for public sale by the company and 44,444 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and distribution of phonograph records. **Proceeds**—For the repayment of debt, and working capital. **Office**—315 W. 47th St., N. Y. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—Expected in January.

Coyle's Voting Machine Co. (12/4-8)

Aug. 31, 1961 ("Reg. A") 10,000 common. **Price**—\$14.75. **Business**—The sale of punch card type voting machines. **Office**—830 High St., Hamilton, O. **Underwriter**—John A. Kemper & Co., Lima, O.

Cramer Electronics, Inc.

July 27, 1961 filed 150,000 common shares, of which 107,250 shares are to be offered by the company and 42,750 shares by the stockholders. **Price**—By amendment. **Business**—The distribution of electronic components and equipment. **Proceeds**—For repayment of loans, inventory and working capital. **Office**—811 Boylston St., Boston. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. (mgr.)

Creative Electronics, Inc. (12/4-8)

Aug. 29, 1961 filed 75,000 class A. **Price**—By amendment. **Business**—The manufacture of audio reproduction devices, associated products and electrical transformers. **Proceeds**—For expansion, inventory, working capital and general corporate purposes. **Office**—4008 S. Michigan Ave., Chicago. **Underwriter**—None.

Cromwell Business Machines, Inc. (12/18-22)

Aug. 1, 1961 ("Reg. A") 100,000 common shares (par 50 cents). **Price**—\$3. **Proceeds**—For repayment of loans, machinery, leasehold improvements, advertising and working capital. **Office**—7451 Coldwater Canyon Avenue, North Hollywood, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco.

Crossway Motor Hotels, Inc. (12/4-8)

Aug. 4, 1961 filed 70,000 common shares. **Price**—\$5. **Business**—The operation of a motor hotel chain. **Proceeds**—For acquisition, expansion and the repayment of debt. **Office**—54 Tarrytown Rd., White Plains, N. Y. **Underwriter**—Candee & Co., New York.

Cryplex Industries, Inc.

Oct. 10, 1961 filed 80,000 common. **Price**—\$3.75. **Business**—Manufactures plastic jewelry, dress accessories and novelties. **Proceeds**—For product development, moving expenses and working capital. **Office**—37 E. 18th St., N. Y. **Underwriter**—Herbert Young & Co., Inc., N. Y. **Offering**—Expected in late December.

Custom Metal Products, Inc.

Nov. 20, 1961 filed 100,000 common. **Price**—\$4. **Business**—Manufacture of metal components and electronic hardware to precise tolerances. **Proceeds**—For repay-

ment of debt and other corporate purposes. **Office**—626 Atkins Ave., Brooklyn, N. Y. **Underwriter**—Blank, Lieberman & Co., Inc., N. Y.

Dale Systems, Inc. (12/11-15)

Aug. 9, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—A shopping service which checks the efficiency of retail sales employees. **Proceeds**—Expansion and general corporate purposes. **Office**—1790 B'way, N. Y. **Underwriter**—Theodore Arrin & Co., Inc., N. Y.

Data-Design Laboratories, Inc.

Oct. 9, 1961 filed 100,000 capital shares. **Price**—By amendment. **Business**—Publishing of technical reports and manuals covering electronic equipment. **Proceeds**—For debt repayment and working capital. **Office**—445 E. California St., Ontario, Calif. **Underwriter**—Morgan & Co., Los Angeles.

Dataline Computer Processing Associates, Ltd.

Nov. 21, 1961 ("Reg. A") 160,000 common. **Price**—\$1.25. **Business**—Renders consulting services in the field of commercial data processing. **Proceeds**—For debt repayment and working capital. **Office**—50 E. 42nd St., N. Y. **Underwriter**—Robert F. Shaw, Locust Valley, N. Y.

David & Dash, Inc.

Oct. 25, 1961 filed 108,000 common. **Price**—\$5. **Business**—Designing, converting, importing and distributing of decorative fabrics. **Proceeds**—For debt repayment and general corporate purposes. **Office**—2445 N. Miami Ave., Miami, Fla. **Underwriter**—Stirling, Linder & Prigal, Inc., 50 Broadway, N. Y.

★ Davis (H.) Toy Corp.

Nov. 27, 1961 filed 100,000 capital shares (with attached warrants to purchase an additional 100,000 shares), to be offered in units of one share and one warrant. **Price**—\$3.25 per unit. **Business**—Manufactures educational toys. **Proceeds**—To repay debt and increase working capital. **Office**—794 Union St., Brooklyn, N. Y. **Underwriters**—Hampstead Investing Corp., Aetna Securities Corp., and Atlas Securities Corp., N. Y.

Deer Park Baking Co.

Oct. 27, 1961 filed 90,000 common, of which 10,000 shares are to be offered by the company and 80,000 shares by stockholders. **Price**—\$6.75. **Business**—Manufacture of Danish-style and ice-box cookies. **Proceeds**—For working capital and general corporate purposes. **Office**—South Egg Harbor Rd., Hammonton, N. J. **Underwriter**—J. R. Williston & Beane, N. Y. **Offering**—In January.

Delaware Barrel & Drum Co., Inc.

Sept. 26, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of plastic shipping containers and tanks. **Proceeds**—For research and development and other corporate purposes. **Office**—Eden Park Gardens, Wilmington, Del. **Underwriter**—G. H. Walker & Co., N. Y.

Delford Industries, Inc.

Sept. 28, 1961 filed 95,000 common. **Price**—\$3.50. **Business**—Manufacture of precision rubber extrusions. **Proceeds**—Plant expansion, equipment, debt repayment and working capital. **Office**—82-88 Washington St., Middletown, N. Y. **Underwriter**—I. R. E. Investors Corp., Levittown, N. Y.

Delta Capital Corp.

Aug. 9, 1961 filed 500,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—610 National Bank of Commerce Building, New Orleans. **Underwriters**—Blair & Co., New York and Howard, Weil, Labouisse, Friedrichs & Co., New Orleans (managing). **Offering**—Expected in early 1962.

Delta Venture Capital Corp.

July 13, 1961 filed 520,000 common shares. **Price**—\$3.30. **Business**—An investment company. **Office**—1011 N. Hill St., Hopkins, Minn. **Underwriter**—None.

Demarco Business Forms Inc. (12/14)

Sept. 26, 1961 filed 100,000 class A common (with attached warrants to purchase an additional 50,000 shares). **Price**—By amendment. **Business**—Manufacture of custom-made printed business forms. **Proceeds**—Expansion, payment of taxes, and working capital. **Office**—3747 Ridge Ave., Philadelphia. **Underwriter**—Suplee, Yeatman, Mosley Co., Inc., Philadelphia.

Dennis Real Estate Investment Trust

July 24, 1961 filed 100,000 shares of beneficial interest. **Price**—\$100. **Business**—A real estate investment company. **Office**—90 State Street, Albany, N. Y. **Underwriter**—None.

Dero Research & Development Corp. (12/11-15)

Aug. 24, 1961 ("Reg. A") 54,000 common. **Price**—\$2.40. **Business**—The manufacture of FM Deviation Monitors. **Proceeds**—For development, expansion, advertising and working capital. **Office**—Broadway and Park Ave., Huntington, N. Y. **Underwriter**—James Co., N. Y.

Deuterium Corp.

Sept. 28, 1961 filed 140,000 common with attached warrants to purchase an additional 140,000 shares to be offered for subscription by stockholders in units (of one share and one warrant) on the basis of 3 units for each 5% preferred share held, 2 units for each 5% preferred A stock held and one unit for each 10 class B shares held. **Price**—\$20 per unit. **Business**—Company plans to manufacture and utilize all kinds of chemical materials. **Proceeds**—For start-up expenses for a laboratory and small plant. **Office**—360 Lexington Ave., New York. **Underwriter**—None.

District Photo, Inc.

Nov. 16, 1961 filed 100,000 common, of which 80,000 are to be offered by the company and 20,000 by a stockholder. **Price**—By amendment. **Business**—Processes and

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prints photographic film and distributes wholesale photographic equipment. **Proceeds**—For repayment of debt, plant expansion, and working capital. **Office**—3306 Wisconsin Ave., N. W., Washington, D. C. **Underwriter**—Auchincloss, Parker & Redpath, Washington, D. C.

District Wholesale Drug Corp. of Washington
Sept. 19, 1961 filed \$500,000 of 6% convertible subordinated sinking fund debentures due 1976, also 100,000 class A common. **Price**—Debentures—At par. Common—\$4. **Business**—The sale of drug products to retail stores in Washington, Maryland and Virginia. **Proceeds**—For the repayment of debt, and working capital. **Office**—52-60 O St., N. W., Washington, D. C. **Underwriter**—Auchincloss, Parker & Redpath, Washington, D. C.

Diversified Small Business Investment Corp. (12/4-8)
Sept. 27, 1961 filed 600,000 common. **Price**—\$5. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—214 Engle St., Englewood, N. J. **Underwriters**—Lieberbaum & Co. and Morris Cohen & Co., N. Y.

Dixie Dinettes, Inc.
Sept. 28, 1961 filed 144,000 common. **Price**—\$5. **Business**—Manufacture of tables and chairs for use in kitchens and dinettes. **Proceeds**—For selling stockholders. **Office**—Dabney Rd., Richmond, Va. **Underwriter**—Rubin, Rennert & Co., Inc.

Dolphin-Miller Mines Ltd.
Oct. 3, 1961 filed 1,600,000 capital shares, of which 1,200,000 shares are to be offered by the company and 400,000 shares by stockholders. **Price**—50c. **Business**—The exploration and production of ores. **Proceeds**—For salaries and general corporate purposes. **Office**—25 Adelaide St., W., Toronto, Canada. **Underwriter**—Brewis & White Ltd., Toronto.

Don Mills, Inc.
Sept. 27, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Financing of shipments of business machines. **Proceeds**—General corporate purposes. **Office**—Red Rock Bldg., Atlanta, Ga. **Underwriter**—Stan-Bee & Co., Washington, D. C.

Dougherty Brothers Co.
Oct. 24, 1961 filed 120,000 common. **Price**—By amendment. **Business**—Manufacture of medicine droppers and components and glass cartridges for the pharmaceutical industry. **Proceeds**—For debt repayment and general corporate purposes. **Address**—Buena, N. J. **Underwriters**—Supplee, Yeatman, Mosley Co., Inc., Philadelphia. **Offering**—Expected sometime in January.

Duffy-Mott Co., Inc. (12/7)
Oct. 27, 1961 filed 200,000 common, of which 154,000 shares are to be offered by the company and 46,000 shares by stockholders. **Price**—By amendment. **Business**—A diversified food processor, packer, canner and distributor. **Proceeds**—For working capital. **Office**—370 Lexington Ave., N. Y. **Underwriter**—Kidder, Peabody & Co., N. Y.

Dunlap Electronics
Sept. 27, 1961 filed 80,000 common. **Price**—By amendment. **Business**—Distribution of electronic parts made by other firms. **Proceeds**—For a new subsidiary, repayment of debt and working capital. **Office**—27 S. Grant St., Stockton, Calif. **Underwriter**—Birr & Co., Inc., San Francisco.

Dynamic Toy, Inc. (12/18-22)
June 30, 1961 ("Reg. A") 81,000 common. **Price**—\$3. **Business**—Manufacture of toys. **Proceeds**—Advertising, development of new products, expansion and working capital. **Address**—109 Ainslie St., Brooklyn, N. Y. **Underwriter**—Hancock Securities Corp., N. Y.

EMAC Data Processing Corp. (12/11-15)
Sept. 8, 1961 filed 100,000 common. **Price**—\$2.50. **Business**—The company conducts an electronic data processing service. **Proceeds**—Rental of additional data processing equipment, sales promotion, salaries, rent, furniture and working capital. **Office**—46-36 53rd Ave., Maspeth, N. Y. **Underwriter**—M. W. Janis Co., Inc., N. Y.

★ Eastern Interstate Corp.
Nov. 15, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Real estate investment. **Proceeds**—For the acquisition and development of properties. **Office**—1730 K St., N. W., Washington, D. C. **Underwriter**—None.

★ Eastern Properties Improvement Corp. (12/18-22)
Aug. 22, 1961 filed \$1,500,000 of subordinated debentures due 1981 and 250,000 common shares. **Price**—For debentures, \$1,000; for stock, \$10. **Business**—General real estate. **Proceeds**—For the acquisition and development of real properties, repayment of debt and engineering, etc. **Office**—10 E. 40th St., New York. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

★ Eclipse Engineering Co., Inc.
Nov. 22, 1961 ("Reg. A") 75,000 capital shares. **Price**—\$2. **Business**—Manufacture of electronic equipment. **Proceeds**—For debt repayment and equipment. **Office**—226 S. Glasgow Ave., Inglewood, Calif. **Underwriter**—None.

Econ-O-Pay, Inc.
Oct. 26, 1961 filed 1,000,000 common. **Price**—\$3. **Business**—A dealer recourse finance business. **Proceeds**—General corporate purposes. **Office**—164 E. Main St., Valley City, N. D. **Underwriter**—Reserve Funds, Inc., Valley City, N. D.

★ Economy Water Conditioners of Canada Ltd.
Nov. 21, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Sale of water conditioning units to home owners. **Proceeds**—Rental of units, new distributorships and

expansion. **Office**—36 Densley Ave., Toronto. **Underwriter**—S. I. Emrich Associates, Inc., N. Y.

Edu-tronics, Inc.
Oct. 27, 1961 filed 80,000 common. **Price**—\$4. **Business**—Distribution of electronic parts and equipment. Company also plans to manufacture and sell electronic teaching machines. **Proceeds**—For product development and other corporate purposes. **Office**—136-05 35th Ave., Flushing, N. Y. **Underwriters**—Packer-Wilbur & Co., Inc. (mgrs.) and Earle Securities Co., Inc., N. Y.

Eldre Components, Inc.
Nov. 9, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. **Price**—\$4. **Business**—Manufacture and processing of metal parts and products. **Proceeds**—For expansion and other corporate purposes. **Office**—187 N. Water St., Rochester, N. Y. **Underwriter**—Charles Plohn & Co., N. Y.

Electra International, Ltd.
May 5, 1961 filed 70,000 capital shares. **Price**—To be supplied by amendment. **Business**—Manufacture of products in the automotive ignition field for sale outside the United States. **Proceeds**—For research, and development and working capital. **Office**—222 Park Ave., South, N. Y. **Underwriter**—To be named.

Electro-Mec Instrument Corp.
Sept. 15, 1961 filed 176,480 common. **Price**—\$6. **Business**—The design, manufacture and sale of potentiometers, digitometers and goniometers used in airborne computing devices. **Proceeds**—For the selling stockholder, Walham Precision Instrument Co., Inc. **Office**—47-51 33rd St., Long Island City, N. Y. **Underwriter**—Sterling, Grace & Co., N. Y. **Offering**—Expected in January.

• Electromagnetics Corp.
Nov. 17, 1961 filed 75,000 common. **Price**—\$5. **Business**—Design and manufacture of precision nuclear magnetic instrumentation. **Proceeds**—For general corporate purposes. **Office**—Sawyer Lane, Hudson, Mass. **Underwriter**—Gianis & Co., Inc., N. Y. **Offering**—In late February.

Electro-Med, Inc.
July 17, 1961 filed \$540,000 of convertible subordinated debentures due 1971. **Price**—By amendment. **Business**—The manufacture of medical-electronic instruments. **Proceeds**—For working capital. **Office**—4748 France Avenue, N. Minneapolis. **Underwriter**—Craig-Hallum, Kinnard, Inc., Minneapolis (managing).

Electro-Tec Corp.
July 28, 1961 filed 91,000 common shares (par 10 cents). **Price**—By amendment. **Business**—The manufacture of slip rings and brush block assemblies, switching devices, relays, and precious metal products. **Proceeds**—For the selling stockholders. **Office**—10 Romanelli Ave., South Hackensack, N. J. **Underwriter**—Harriman Ripley & Co., Inc., N. Y. (mgrs.). **Offering**—Expected in December.

• Electronic Communications, Inc. (12/18-22)
Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Development and manufacture of electronic communication systems and equipment. **Proceeds**—General corporate purposes. **Office**—1501 72nd St. N., St. Petersburg, Fla. **Underwriter**—Laird & Co., Corp., Wilmington, Del.

Electronics Discovery Corp. (12/4-8)
July 26, 1961 filed 150,000 common shares. **Price**—\$1. **Business**—The company plans to develop a device to make non-conductors into electrical conductors by the addition of chemicals. **Proceeds**—For research and development. **Office**—1100 Shames Dr., Westbury, L. I., N. Y. **Underwriter**—Globus, Inc., N. Y.

Electronic Transmission Corp.
Oct. 27, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture, design and field testing of closed-circuit television. **Proceeds**—For debt repayment and other corporate purposes. **Office**—103 Hawthorne Ave., Valley Stream, N. Y. **Underwriters**—V. S. Wickett & Co., Inc. and Thomas, Williams & Lee, Inc., N. Y.

Electrosolids Corp.
Oct. 30, 1961 filed 100,000 cum. conv. preference shares. **Price**—By amendment. **Business**—Production of devices for converting AC-DC current for aircraft, missiles and ships. **Proceeds**—Debt repayment and other corporate purposes. **Office**—12740 San Fernando Rd., N., Sylmar, Calif. **Underwriter**—J. R. Williston & Beane, N. Y. **Offering**—Expected sometime in January.

Elmar Electronics Inc.
Sept. 29, 1961 filed 200,000 common, of which 100,000 will be sold by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Distribution of electronic parts and equipment. **Proceeds**—Debt repayment, expansion and working capital. **Office**—140 Eleventh St., Oakland, Calif. **Underwriter**—Schwabacher & Co., San Francisco.

Empire Fund, Inc.
June 28, 1961 filed 1,250,000 shares of capital stock to be offered in exchange for blocks of designated securities. **Business**—A "centennial-type" fund which plans to offer a tax free exchange of its shares for blocks of corporate securities having a market value of \$20,000 or more. **Office**—44 School Street, Boston, Mass. **Underwriter**—A. G. Becker & Co., Inc., Chicago. **Offering**—In Jan.

Empire Precision Components, Inc. (12/4-8)
Aug. 29, 1961 ("Reg. A") 65,000 class A. **Price**—\$4. **Business**—The manufacture of metal component parts for precision electronic connectors. **Proceeds**—For moving expenses, a new plant, equipment, repayment of loans and working capital. **Office**—574 President St., Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

• Energy Components Corp. (12/18-22)
Sept. 1, 1961 ("Reg. A") 50,000 common. **Price**—\$3.50. **Business**—Wholesale distribution of electronic components. **Proceeds**—For expansion, advertising and pro-

motion, acquisition of a plant and equipment and other corporate purposes. **Office**—1626 Nostrand Ave., Brooklyn. **Underwriter**—Albion Securities Co., Inc., N. Y.

Eon Corp.
Oct. 2, 1961 filed 133,333 common. **Price**—By amendment. **Business**—Manufacture of equipment for radiation detection and measurements. **Proceeds**—For equipment, leasehold improvements and working capital. **Office**—175 Pearl St., Brooklyn. **Underwriter**—L. H. Rothchild & Co., N. Y.

Equitable Credit & Discount Co.
Oct. 27, 1961 filed \$1,000,000 of 6½% jr. subord. conv. debentures due 1977 and 50,000 common shares to be offered in units consisting of \$500 of debentures and 25 shares. **Price**—\$550 per unit. **Business**—Lending and insurance. **Proceeds**—For working capital. **Office**—674 N. Broad St., Philadelphia. **Underwriter**—Paul C. Kimball & Co., Chicago.

• Executive House, Inc. (12/18-22)
Aug. 29, 1961 filed \$2,000,000 of 6% subordinated sinking fund debentures due 1971 and 400,000 common to be offered in 200,000 units, each consisting of a \$10 debenture (with 2 warrants) and two common. **Price**—By amendment. **Business**—The operation of hotels. **Proceeds**—For investment in a subsidiary and realty acquisitions. **Office**—71 E. Wacker Dr., Chicago. **Underwriters**—Bear, Stearns & Co., N. Y. C. and Straus, Blosser & McDowell Co., Chicago (mgrs.).

• FM-Stereo Guide, Inc.
Aug. 4, 1961 "Reg. A" 50,000 common shares. **Price**—\$6. **Business**—The company plans to publish a national magazine featuring detailed FM radio program listings, reviews, interviews, etc. **Proceeds**—For general corporate purposes. **Office**—1711 Walnut Street, Philadelphia. **Underwriter**—Valley Forge Securities Co., Inc., New York City and Philadelphia. **Offering**—Imminent.

Fairbanks Wire Co., Inc.
Oct. 30, 1961 filed 54,000 common. **Price**—\$3. **Business**—Manufactures specialized machinery and equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Walnut St., M D 23, Newburg, N. Y. **Underwriter**—First Madison Corp., N. Y.

Family Circle Associates, Inc. (12/11-15)
Aug. 30, 1961 filed 50,000 class A common. **Price**—\$7. **Business**—The operation of retail discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—30 Main St., Keyport, N. J. **Underwriter**—Russell & Saxe, Inc., N. Y.

Family Record Plan, Inc.
Nov. 20, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Sale of photographic portraits and albums. **Proceeds**—For selling stockholders. **Office**—2015 W. Olympic Blvd., Los Angeles. **Underwriter**—Bache & Co., N. Y.

Faradyne Electronics Corp.
Jan. 30, 1961 filed \$2,000,000 of 6% convertible subordinated debentures. **Price**—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for working capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—To be named. **Note**—July 11, the SEC instituted "Stop Order" proceedings challenging the accuracy and adequacy of this statement.

• Fashion Homes Inc. (12/4-8)
July 18, 1961 filed 75,000 common. **Price**—\$6. **Business**—The construction of shell homes. **Proceeds**—For redemption of 8% debentures; advances to company's subsidiary; repayment of loans; advertising and promotion, and other corporate purposes. **Office**—1711 N. Glenstone, Springfield, Mo. **Underwriters**—Globus, Inc. and Ross, Lyon & Co., Inc., New York.

Fashion Industries, Inc.
Sept. 26, 1961 filed 95,600 common, of which 68,000 will be sold by the company and 27,600 by stockholders. **Price**—\$4.75. **Business**—Manufacture and sale of women's apparel. **Proceeds**—For repayment of debt, purchase of equipment, taxes, and working capital. **Office**—Gauthier St., Tuskegee, Ala. **Underwriter**—Wright, Redden, Myers & Bessell, Inc., Washington, D. C.

Fastlane Inc.
Sept. 28, 1961 filed \$400,000 of 6% conv. subord. debentures due 1971 and 40,000 common shares to be offered publicly in units of one \$500 debenture and 50 common. **Price**—\$575 per unit. **Business**—Manufacture of concealed zippers. **Proceeds**—Debt repayment, advertising and working capital. **Office**—8 Washington Place, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

Fidelity American Financial Corp.
Oct. 3, 1961 filed 100,000 common. **Price**—\$5. **Business**—Commercial finance company. **Proceeds**—General corporate purposes. **Office**—42 S. 15th St., Phila. **Underwriter**—Netherlands Securities Co., Inc., N. Y.

Fifth Avenue Cards, Inc. (12/18-22)
Sept. 28, 1961 filed 115,000 class A capital shares. **Price**—By amendment. **Business**—Operation of a chain of retail greeting card stores. **Proceeds**—Debt repayment, working capital and expansion. **Office**—18 W. 34th St., N. Y. **Underwriters**—Hardy & Co. and Filor, Bullard & Smyth, N. Y.

First Hartford Realty Corp.
Oct. 30, 1961 filed 500,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For property acquisitions, debt repayment and other corporate purposes. **Office**—380-390 W. Middle Turnpike, Manchester, Conn. **Underwriter**—Putnam & Co., Hartford.

First Federated Life Insurance Co.

Sept. 20, 1961 filed 10,000 capital shares to be offered for subscription by stockholders at the rate of one new share for each two held. **Price**—\$35. **Proceeds**—To increase capital. **Office**—Munsey Bldg., Baltimore, Md. **Underwriter**—None.

First Midwest Capital Corp.

Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—512 Nicollet Ave., Minneapolis. **Underwriters**—Paine, Webber, Jackson & Curtis, N. Y., and Craig-Hallum, Kinard, Inc., Minneapolis. **Offering**—Expected in January.

First New York Capital Fund, Inc.

Oct. 27, 1961 filed 2,770,000 capital shares. **Price**—\$1. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—1295 Northern Blvd., Manhasset, N. Y. **Underwriter**—None.

★ Flair Cards, Inc.

Nov. 14, 1961 ("Reg. A") 74,667 common. **Price**—\$3. **Business**—Manufactures greeting cards, greeting card trays, dishes, note paper, etc. **Proceeds**—For debt repayment and working capital. **Office**—537 W. 53rd St., N. Y. **Underwriter**—Amber, Burstein & Co., Inc., N. Y.

Fleetwood Securities Corp. of America (12/4-8)

Aug. 8, 1961 filed 70,000 common shares, of which 56,000 shares are to be offered by the company and 14,000 shares by stockholders. **Price**—\$10. **Business**—Distributor of Electronics Investment Corp., Contractual Plans and a broker-dealer registered with NASD. **Proceeds**—To increase net capital and for investment. **Office**—44 Wall St., N. Y. **Underwriter**—General Securities Co., Inc., N. Y.

Florida Palm-Aire Corp.

Oct. 19, 1961 filed 463,000 common, of which 310,000 shares are to be offered for subscription by the stockholders on a 1-for-3 basis, and 153,000 shares will be sold to the public. **Price**—\$2. **Business**—Purchase, development and sale of undeveloped real property and related activities. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1790 N. Federal Highway, Pompano Beach, Fla. **Underwriter**—Hardy & Co., N. Y. **Offering**—Expected sometime in January.

• Floyd Bennett Stores, Inc. (12/4-8)

Aug. 30, 1961 filed 100,000 common. **Price**—By amendment. **Business**—The operation of discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—300 W. Sunrise Highway, Valley Stream, N. Y. **Underwriters**—Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co., N. Y. (mgrs.).

Fluorocarbon Co.

Oct. 23, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Processing and fabrication of fluorocarbon plastic raw materials and parts. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1754 S. Clementine St., Anaheim, Calif. **Underwriter**—D. A. Lomasney & Co., N. Y.

Folz Vending Co., Inc.

Sept. 26, 1961 filed 55,000 common. **Price**—\$6. **Business**—The distribution of novelties, candy, etc. through vending machines. **Proceeds**—To repay loans, purchase machines, and increase working capital. **Office**—990 Long Beach Rd., Oceanside, N. Y. **Underwriter**—None.

Food Corp. of America

Oct. 5, 1961 filed 50,000 common. **Price**—\$2.50. **Business**—The acquisition of enterprises engaged in the food processing industry. **Proceeds**—For repayment of debt and working capital. **Office**—1207 Foshay Tower, Minneapolis, Minn. **Underwriter**—None.

• Foods Plus, Inc. (12/6)

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A manufacturer, wholesaler, and retailer of vitamin products. **Proceeds**—For selling stockholders. **Office**—62 W. 45th St., N. Y. **Underwriter**—Shearson, Hammill & Co., N. Y.

Foot & Davies, Inc.

Sept. 22, 1961 filed 165,000 common; 70,000 to be offered by the company and 95,000 by present stockholders. **Price**—By amendment. **Business**—Printing and binding of books, magazines, catalogs, pamphlets, advertising material, etc. **Proceeds**—Repayment of debt and working capital. **Office**—764 Miami Circle, N.E., Atlanta, Ga. **Underwriters**—J. C. Bradford & Co., Nashville, Tenn. and Courts & Co., Atlanta, Ga.

★ Formite Tube Co., Inc.

Nov. 20, 1961 ("Reg. A") \$150,000 of 7% convertible debentures due Dec. 1, 1967 to be offered in units of \$100 for subscription by stockholders of record on Nov. 9, 1961. **Price**—At par. **Business**—Tube-bending and forming and production of couplings. **Proceeds**—For debt repayment. **Office**—1876-10th St., Two Rivers, Wis. **Underwriter**—None.

Fram Corp. (12/11-15)

Sept. 1, 1961 filed 50,000 common. **Price**—By amendment. **Business**—The manufacture of oil and air filtration equipment for engines. **Proceeds**—To reimburse Treasury for a recent acquisition. **Office**—105 Pawtucket Ave., East Providence, R. I. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

Futura Airlines

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Furnishing of scheduled air transportation service. **Proceeds**—For debt repayment and general corporate purposes. **Office**—8170 Beverly Rd., Los Angeles. **Underwriters**—Raymond Moore & Co., Los Angeles and Pacific Coast Securities Co., San Francisco.

GYM Toys, Inc.

Oct. 31, 1961 ("Reg. A") 275,000 common. **Price**—\$1. **Business**—Design and manufacturer of polystyrene foam

toys, and water sports equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—5238 Vineland Ave., North Hollywood, Calif. **Underwriter**—First Madison Corp., N. Y.

Garden State Small Business Investment Co.

Oct. 27, 1961 filed 330,000 common. **Price**—\$3. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—1180 Raymond Blvd., Newark, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., N. Y.

Gas Hills Uranium Co.

Aug. 29, 1961 filed 847,035 common to be offered for subscription by stockholders on a 1-for-10 basis. **Price**—By amendment. **Business**—The operation of uranium mines and a mill. **Proceeds**—For repayment of loans, acquisitions and working capital. **Office**—224 Ivinson St., Laramie, Wyo. **Underwriter**—None.

★ Gateway Chemicals, Inc.

Nov. 22, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Compounding and packaging of chemical products, primarily detergents. **Proceeds**—For working capital. **Office**—8136 S. Dobson Ave., Chicago. **Underwriter**—Federman, Stonehill & Co., N. Y.

• General Forms, Inc. (12/4-8)

Aug. 15, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Proceeds**—For repayment of loans, plant improvements, equipment and working capital. **Office**—7325 Northwest 43rd St., Miami. **Underwriters**—Equity Securities Co., N. Y., and Guardian Securities Corp., Miami.

General Research Corp. (12/11-15)

Oct. 6, 1961 ("Reg. A") 23,599 preferred and 115,966 common to be offered in units as follows: (1) one preferred and three common; (2) one preferred and six common; (3) one preferred and nine common. **Price**—(1) \$8 per unit; (2) \$14 per unit; (3) \$20 per unit. **Proceeds**—For debt repayment, equipment, advertising and working capital. **Office**—3203 Third Ave., N., Billings, Mont. **Underwriter**—Wilson, Ehli, Demos Bailey & Co., Billings, Mont.

General Telephone Co. of California (12/6)

Nov. 8, 1961 filed \$25,000,000 of first mortgage bonds, series N, due 1991. **Proceeds**—For debt repayment and construction. **Office**—2020 Santa Monica Blvd., Santa Monica, Calif. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.—Equitable Securities Corp. (jointly); Halsey, Stuart & Co. Inc.; White, Weld & Co.—Kidder, Peabody & Co. (jointly); Paine, Webber, Jackson & Curtis, Stone & Webster Securities Corp. (jointly). **Bids**—Dec. 6 (11 a.m. EST) at office of General Telephone & Electronics Corp., 730 Third Ave., N. Y. **Information Meeting**—Dec. 4 (3 p.m. EST) at same address.

Gibraltar Financial Corp. of California (12/6)

Oct. 3, 1961 filed \$5,500,000 of conv. subord. debentures due Nov. 1, 1976. **Price**—By amendment. **Business**—A holding company for a savings and loan association, a bank, an escrow company and a real estate trustee. **Proceeds**—Debt repayment, additional investment in the bank and other corporate purposes. **Office**—9111 Wilshire Blvd., Beverly Hills, Calif. **Underwriters**—White, Weld & Co., N. Y., and Dean Witter & Co., San Francisco.

Girlington, Inc.

Sept. 28, 1961 filed 200,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of young women's sportswear. **Proceeds**—For selling stockholders. **Office**—35 Morrissey Blvd., Boston. **Underwriter**—Hemphill, Noyes & Co., N. Y.

Glacier Publishing International, Inc.

Sept. 15, 1961 filed 112,500 common. **Price**—\$3. **Business**—Publishing of crossword puzzle magazines, pricing guide directories and certain annual publications. **Proceeds**—Repayment of debt, and working capital. **Office**—26 B'way, N. Y. **Underwriter**—Farrell Securities Co., N. Y.

Glass-Tite Industries, Inc.

Sept. 27, 1961 filed 185,000 common, of which 135,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Manufacture of glass-to-metal hermetic seals. **Proceeds**—For purchase of equipment, investment in a subsidiary, research and development, moving expenses, and working capital. **Office**—725 Branch Ave., Providence, R. I. **Underwriter**—Hemphill, Noyes & Co., N. Y.

Glen Industries, Inc.

Sept. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of die casting and zipper machinery. **Proceeds**—General corporate purposes. **Office**—130 County Courthouse Rd., New Hyde Park, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

Global Steel Products Corp.

Nov. 3, 1961 filed 68,000 common. **Price**—By amendment. **Business**—Manufacture of prefabricated metal toilet compartments. **Proceeds**—Debt repayment and general corporate purposes. **Office**—10014 Avenue D, Brooklyn, N. Y. **Underwriter**—Treibick, Seiden & Forsyth, N. Y.

Globe Coliseum, Inc.

July 21, 1961 ("Reg. A") 300,000 common shares. **Price**—At par (\$1). **Proceeds**—For construction of a coliseum building, furnishings and incidental expenses. **Address**—c/o Fred W. Layman, 526 S. Center, Casper, Wyo. **Underwriter**—Northwest Investors Service, Inc., Billings, Mont. **Offering**—Imminent.

Globe Industries, Inc.

Oct. 30, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of miniature electric motors, powdered metal products

and devices for the missile and aircraft industries. **Proceeds**—For debt repayment and working capital. **Office**—1784 Stanley Ave., Dayton, Ohio. **Underwriter**—McDonald & Co., Cleveland.

Gluckin (Wm.) Co. Ltd. (1/4)

Aug. 25, 1961 filed 175,000 common. **Price**—\$10. **Business**—The manufacture of ladies' underclothing. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Globus, Inc., N. Y. (mgr.)

Golf Courses, Inc.

Aug. 28, 1961 filed 100,000 capital shares. **Price**—\$6. **Business**—The company plans to operate a public golf course and a private country club. **Proceeds**—For purchase of land, construction and general corporate purposes. **Office**—1352 Easton Rd., Warrington, Bucks County, Pa. **Underwriter**—Metropolitan Securities, Inc., Philadelphia (mgr.)

Gotham Investment Corp.

Nov. 21, 1961 filed 100,000 common. **Price**—\$6. **Business**—Real estate investment. **Proceeds**—For working capital and other corporate purposes. **Office**—1707 H St., N. W., Washington, D. C. **Underwriter**—Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

Gould Paper Co.

Sept. 28, 1961 filed 140,000 common. **Price**—\$11. **Business**—Manufacture of paper. **Proceeds**—Expansion and working capital. **Office**—Lyons Falls, N. Y. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—In early Jan.

Gradiatz, Annis & Co., Inc.

Sept. 27, 1961 filed 116,875 common, of which 25,350 shares will be offered by the company and 91,525 by a stockholder. **Price**—By amendment. **Business**—Manufacture of cigars. **Proceeds**—To prepay notes and increased working capital. **Office**—2311-18th St., Tampa, Fla. **Underwriter**—W. C. Langley & Co., N. Y.

Grafco Industries, Inc.

Sept. 27, 1961 filed 77,250 common. **Price**—\$4. **Business**—Manufacture of graphic arts equipment, chemicals and supplies. **Proceeds**—For the operation of a subsidiary, new product development, equipment and other corporate purposes. **Office**—291 Third Ave., N. Y. **Underwriter**—Phillips, Rosen and Appel, N. Y.

Greater Pittsburgh Capital Corp.

Nov. 14, 1961 filed 250,000 common. **Price**—\$11. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—952 Union Trust Bldg., Pittsburgh. **Underwriters**—Moore, Leonard & Lynch and Singer, Dean & Scribner, Pittsburgh.

Green (Henry J.) Instrument Co. (12/18-22)

Aug. 24, 1961 filed 140,000 common. **Price**—\$2.25. **Business**—The manufacture of precision meteorological instruments. **Proceeds**—For repayment of loans, equipment, salaries and general corporate purposes. **Office**—2500 Shames Dr., Westbury, N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y. (mgr.).

Griesedieck Co.

Sept. 11, 1961 filed 100,000 common to be offered for subscription by stockholders on the basis of one new share for each three held. **Price**—By amendment. **Business**—A closed-end investment company. **Proceeds**—General corporate purposes. **Office**—314 N. B'way, St. Louis. **Underwriter**—Edward D. Jones & Co., St. Louis.

Growth Properties (12/4-8)

May 9, 1961 filed 50,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The company plans to engage in all phases of the real estate business. **Proceeds**—To reduce indebtedness, construct apartment units, buy land, and for working capital. **Office**—Suite 418, Albert Bldg., San Rafael, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif.

Gulf American Fire & Casualty Co.

Sept. 28, 1961 filed 226,004 common to be offered for subscription by stockholders on the basis of three new shares for each 10 held. **Price**—\$2. **Business**—Writing of fire and casualty insurance. **Proceeds**—To increase capital and surplus. **Office**—25 S. Perry St., Montgomery, Ala. **Underwriter**—None.

Haltone Rental Corp.

Sept. 29, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—Rental of fur coats. **Proceeds**—For leasehold improvements, equipment, advertising, working capital and inventory. **Office**—350 Seventh Ave., N. Y. **Underwriter**—B. G. Harris & Co., N. Y. **Offering**—In January.

• Hanna (M. A.) Co.

Oct. 20, 1961 filed 740,000 common. **Price**—By amendment. **Business**—A closed-end and non-diversified investment company. **Proceeds**—For the selling stockholder (Hanna Mining Co.). **Office**—1300 Leader Bldg., Cleveland. **Underwriter**—First Boston Corp., N. Y. **Offering**—Imminent.

• Hannett Industries, Inc. (12/18-22)

Aug. 11, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Fabrication of components for missiles, jet engines, aircraft landing gears and precision machines. **Proceeds**—Machinery, research and development and working capital. **Office**—40 Sea Cliff Ave., Glen Cove, N. Y. **Underwriter**—Albion Securities Co., Inc., N. Y.

Happy House, Inc. (12/4-8)

July 28, 1961 filed 700,000 common shares. **Price**—\$1. **Business**—The marketing of gifts, candies and greeting cards through franchised dealers. **Proceeds**—For equipment, inventory and working capital. **Office**—11 Tenth Ave., S., Hopkins, Minn. **Underwriter**—None.

Harleysville Life Insurance Co.

Sept. 21, 1961 filed 40,000 common. **Price**—\$15. **Business**—The writing of all types of life insurance and an-

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nities. **Proceeds**—Working capital. **Office**—Harleysville, Pa. **Underwriter**—None.

● **Hartfield Stores, Inc. (12/11-15)**

Sept. 25, 1961 filed \$5,000,000 of conv. subord. debentures due 1981. **Price**—By amendment. **Business**—Operation of retail apparel and discount department stores. **Proceeds**—Repayment of debt, expansion and working capital. **Office**—5330 W. 102nd St., Los Angeles. **Underwriters**—Van Alstyne, Noel & Co., N. Y., and Johnston, Lemon & Co., Wash., D. C.

● **Hartman Marine Electronics Corp.**

Oct. 27, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. **Price**—\$4. **Business**—Manufacture of marine and mobile communications and electronic equipment and military transmitter-receivers. **Proceeds**—For general corporate purposes. **Office**—30-30 Northern Blvd., Long Island City, N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Expected in January.

● **Harvey Radio Co., Inc.**

Oct. 27, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by a selling stockholder. **Price**—\$5. **Business**—Distribution of electronic components including high fidelity, radio and television parts and equipment. **Proceeds**—For working capital and general corporate purposes. **Office**—103 W. 43rd St., N. Y. **Underwriter**—Michael G. Kletz & Co., New York.

★ **He. Leum Co., Inc.**

Nov. 9, 1961 ("Reg. A") 2,400,000 shares to be offered in units of 100 shares each. **Price**—\$12.50 per unit. **Business**—Development of oil and gas wells. **Proceeds**—For general corporate purposes. **Office**—8900 N. Central Ave., Phoenix. **Underwriter**—To be named.

● **Herman & Appley, Inc.**

Oct. 27, 1961 filed 100,000 class A common. **Price**—By amendment. **Business**—General real estate. **Proceeds**—For investment. **Office**—16 Court St., Brooklyn, N. Y. **Underwriter**—Arnold, Wilkens & Co., N. Y.

● **Hickory Industries, Inc.**

Aug. 31, 1961 ("Reg. A") 40,000 common. **Price**—\$5. **Business**—The manufacture of barbecue machines and allied equipment. **Proceeds**—For equipment, inventory, sales promotion, expansion and working capital. **Office**—10-20 47th Rd., Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y. **Offering**—Imminent.

● **High Temperature Materials, Inc. (12/11-15)**

Sept. 28, 1961 filed 120,000 common. **Price**—By amendment. **Business**—Manufacture of products from test models. **Proceeds**—For equipment, research and development, leasehold improvements, repayment of debt and working capital. **Office**—130 Lincoln St., Brighton, Mass. **Underwriter**—L. F. Rothschild & Co., N. Y.

● **Hill Street Co.**

Oct. 16, 1961 filed 2,265,138 common to be offered for subscription by stockholders of Union Bank of California on a share-for-share basis. **Price**—\$3. **Business**—A management investment company. **Proceeds**—For investment. **Office**—760 S. Hill St., Los Angeles. **Underwriter**—None.

● **Hoffman International Corp.**

July 18, 1961 filed \$2,250,900 7% convertible subordinated debentures due 1973 being offered for subscription by stockholders on the basis of \$100 of debentures for each 21 shares held of record Nov. 21 with rights to expire Dec. 6, 1961. **Price**—At par. **Business**—The manufacture of pressing and dry-cleaning equipment. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—107 Fourth Ave., New York. **Underwriter**—J. R. Williston & Beane, New York.

● **Honolulu Gas Co., Ltd.**

Oct. 11, 1961 filed 66,420 common which are being offered to stockholders on the basis of one new share for each 5 held of record Nov. 7, with rights to expire Dec. 15. **Price**—\$20. **Proceeds**—For construction and debt repayment. **Office**—1050 Bishop St., Honolulu, Hawaii. **Underwriter**—None.

● **House of Westmore, Inc.**

Oct. 27, 1961 filed 150,000 common. **Price**—\$4. **Business**—Sale and distribution of cosmetics. **Proceeds**—For selling stockholders. **Office**—120 E. 16th St., N. Y. **Underwriters**—Brand, Grumet & Seigel, Inc. and Kesselman & Co., Inc., N. Y. **Offering**—Expected in January.

● **Houston Corp. (12/5-19)**

June 9, 1961 filed 583,334 common shares to be offered for subscription by holders of common and class A stock. **Price**—By amendment. **Business**—The operation of a pipe line system of natural gas. **Proceeds**—For expansion, working capital and general corporate purposes. **Office**—First Federal Bldg., St. Petersburg, Fla. **Underwriters**—Blyth & Co., Inc., Lehman Brothers and Allen & Co., N. Y. **Note**—The record date of the proposed offering is expected to be Dec. 5 and the rights expiration date Dec. 19, 1961.

● **Hyatt Corp.**

Oct. 20, 1961 filed 350,000 capital shares. **Price**—\$10. **Business**—Operates a chain of motor hotels. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1290 Bayshore Highway, Burlingame, Calif. **Underwriters**—J. Barth & Co., San Francisco and Shearson, Hammill & Co., N. Y.

● **Hydra-Loc, Inc.**

Oct. 10, 1961 ("Reg. A") 60,000 common. **Price**—\$2. **Business**—Design, development and manufacture of a brake control. **Proceeds**—For debt repayment and general corporate purposes. **Office**—101 Park Ave., Hudson, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—Expected sometime in January.

● **Hygiene Industries, Inc. (12/4-8)**

Sept. 20, 1961 filed 200,000 common. **Price**—\$5. **Business**—Manufacturer of shower and window curtains. **Proceeds**—For selling stockholders. **Office**—261 5th Ave., N. Y. **Underwriter**—Milton D. Blauner & Co., N. Y.

● **Hygrade Packaging Corp. (12/4-8)**

Aug. 30, 1961 filed 100,000 class A. **Price**—By amendment. **Business**—The manufacture of paper cartons and boxes. **Proceeds**—For product development, expansion, repayment of a loan and working capital. **Office**—92-00 Atlantic Ave., Ozone Park, N. Y. **Underwriter**—P. J. Gruber & Co., Inc., N. Y. (mgr.).

● **Ihnen (Edward H.) & Son, Inc.**

May 16, 1961 filed 75,000 shares of common stock. **Price**—\$5 per share. **Business**—The construction of public and private swimming pools and the sale of pool equipment. **Proceeds**—To reduce indebtedness, to buy equipment, and for working capital. **Office**—Montvale, N. J. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—Expected sometime in January.

● **Illinois Capital Investment Corp. (12/18-22)**

Sept. 19, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Office**—20 North Wacker Dr., Chicago, Ill. **Underwriter**—Blair & Co., Inc., N. Y.

★ **Imperial Mining Inc.**

Nov. 15, 1961 ("Reg. A") 3,000,000 common. **Price**—At par (10c). **Business**—Mining. **Proceeds**—For general corporate purposes. **Office**—1443 Rock Glenn, Glendale, Calif. **Underwriter**—None.

● **Industrial Finance & Thrift Corp.**

Oct. 30, 1961 filed \$2,000,000 of 6% subordinated debentures due 1974. **Price**—At par. **Business**—A consumer finance firm. **Proceeds**—For repayment of debt and expansion. **Office**—339 Carondelet St., New Orleans, La. **Underwriter**—None.

● **Industrial Gauge & Instrument Co., Inc.**

Nov. 9, 1961 ("Reg. A") 95,250 common. **Price**—\$3. **Business**—Purchase, distribution and sale of industrial gauges, thermometers, etc. **Proceeds**—For debt repayment and working capital. **Office**—1403-07 E. 180 St., Bronx, N. Y. **Underwriter**—R. F. Dowd & Co., Inc., N. Y.

● **Information Systems, Inc.**

Nov. 13, 1961 filed 1,266,000 common to be offered to preferred and common stockholders of Ling-Temco-Vought, Inc. (parent) of record Nov. 30, 1961. **Price**—By amendment. **Business**—Furnishes industrial information, handling and control systems. **Proceeds**—For selling stockholders. **Office**—10131 National Blvd., Los Angeles. **Underwriter**—None.

● **Inpak Systems, Inc.**

Oct. 25, 1961 filed 90,000 common. **Price**—\$4.25. **Business**—Designs, develops, sells and leases automatic packaging machines. **Proceeds**—For debt repayment and general corporate purposes. **Office**—441 Lexington Ave., N. Y. **Underwriters**—Stearns & Co. and Joseph Nadler & Co., N. Y. **Offering**—Expected sometime in January.

● **Intercontinental Dynamics Corp.**

July 18, 1961 ("Reg. A") 200,000 common. **Price**—\$1.50. **Business**—Manufacture of electronic and electro-mechanical devices used to determine the accuracy of aircraft flight instruments. **Office**—170 Coolidge Ave., Englewood, N. J. **Underwriter**—M. H. Woodhill Inc., N. Y. **Offering**—Imminent.

● **International Management Corp.**

Aug. 21, 1961 ("Reg. A") 100,000 common (par \$1). **Price**—\$3. **Proceeds**—For loans to subsidiaries and working capital. **Office**—7510 B. Granby St., Norfolk, Va. **Underwriter**—J. B. McLean & Co., Inc., Norfolk. **Offering**—Imminent.

● **International Mech-Tronics, Inc.**

Sept. 1, 1961 ("Reg. A") 120,000 common. **Price**—\$2. **Business**—The manufacture of precision instruments. **Proceeds**—For equipment and working capital. **Office**—176 E. 15th St., Paterson, N. J. **Underwriter**—Theodore Arrin & Co., Inc., N. Y. **Note**—This firm formerly was known as Electronic International, Inc.

★ **International Stretch Products Inc.**

Nov. 27, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Production and sale of extruded rubber thread and braided elastics. **Proceeds**—For debt repayment and general corporate purposes. **Office**—148 Madison Ave., N. Y. **Underwriter**—Burnham & Co., N. Y.

● **Interphoto Corp.**

Sept. 15, 1961 filed 200,000 class A common. **Price**—\$9. **Business**—The wholesale distribution of photographic and sound equipment and supplies. **Proceeds**—For the selling stockholders. **Office**—45-17 Pearson St., Long Island City, N. Y. **Underwriters**—C. E. Unterberg, Towbin Co., and Arnold & S. Bleichroeder, Inc., N. Y. **Offering**—Expected in late December.

● **Interstate Hosts, Inc. (12/26-29)**

Oct. 2, 1961 filed \$2,550,000 of con. subord. debentures due 1981 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 33 shares held. **Price**—At par. **Business**—The operation of restaurants, other food establishments and gift shops. **Proceeds**—For expansion. **Office**—11255 W. Olympic Blvd., Los Angeles. **Underwriters**—Glore, Forgan & Co., N. Y. and H. M. Byllesby & Co., Inc., Chicago.

● **Interworld Film Distributors, Inc.**

Sept. 29, 1961 filed 106,250 common. **Price**—\$4. **Business**—Theatrical distribution and co-production of foreign and domestic feature films. **Proceeds**—For acquisition, co-production, dubbing, adaptation and distribution of films, and working capital. **Office**—1776 B'way, N. Y. **Underwriters**—General Securities Co., Inc., and S. Kasdan & Co., Inc., N. Y. **Offering**—Expected in December.

● **Jackson Optical, Inc.**

Oct. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$2. **Business**—Wholesale distribution of optical goods. **Proceeds**—For expansion and working capital. **Office**—64 N. Park Ave., Rockville Centre, N. Y. **Underwriter**—Stan-Bee & Co., Washington, D. C.

● **(The) Japan Fund, Inc.**

Oct. 19, 1961 filed 2,000,000 common. **Price**—\$12.50. **Business**—A diversified investment company. **Office**—25 Broad St., N. Y. **Proceeds**—For investment in Japanese securities. **Underwriters**—Bache & Co., and Paine, Webber, Jackson & Curtis, N. Y., and Nikko Securities Co., Ltd., Tokyo, Japan. **Offering**—In early January.

● **Jarrell-Ash Co. (12/18-22)**

Aug. 17, 1961 filed 60,000 class A common shares and 9,000 outstanding voting trust certificates (representing beneficial interest in 9,000 class B common shares). **Price**—By amendment. **Business**—The manufacture of optical instrumentation. **Proceeds**—For repayment of loans and working capital. **Office**—7 Farwell St., Newtonville, Mass. **Underwriters**—Stearns & Co., New York and Clayton Securities Corp., Boston.

● **Jayark Films Corp. (12/4-8)**

Aug. 24, 1961 filed 72,000 common, of which 50,000 are to be offered by the company and 22,000 by stockholders. **Price**—By amendment. **Business**—The distribution of motion picture and television films. **Proceeds**—For production of films and working capital. **Office**—15 E. 48th St., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco.

● **Jaylis Industries, Inc.**

Oct. 18, 1961 filed \$850,000 of 6½% subord. debentures due 1971 and 212,500 class A common shares to be offered in units of one \$100 debenture and 25 class A shares. **Price**—\$200. **Business**—Manufactures patented traversing screens for use as window coverings, room dividers, folding doors, etc. **Proceeds**—For debt repayment and general corporate purposes. **Office**—514 W. Olympic Blvd., Los Angeles. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. **Offering**—In January.

● **Johnson Electronics, Inc.**

Sept. 8, 1961 filed 125,000 capital shares. **Price**—By amendment. **Business**—The design and production of special electronic components for the commercial and military market. **Proceeds**—For the repayment of debt, and working capital. **Address**—Box 7, Casselberry, Fla. **Underwriter**—Warner, Jennings, Mandel & Longstreth, Philadelphia.

● **Jomar Plastics, Inc.**

See Ripley Industries, Inc., below.

● **Jorn's Greeting Card Co., Inc.**

Sept. 28, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Manufacture and sale of greeting cards. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—106-11 157th St., Jamaica, N. Y. **Underwriter**—Godfrey Hamilton, Taylor & Co., Inc., N. Y.

● **Joyce Teletronics Corp.**

Aug. 31, 1961 ("Reg. A") 55,000 common. **Price**—\$5. **Business**—The manufacture of electronic instruments used in communication. **Proceeds**—For working capital, new products and repayment of loans. **Office**—20 Madison Ave., Hicksville, N. Y. **Underwriter**—General Securities Co., Inc., N. Y. **Offering**—Expected in January.

● **Kann-Ellert Electronics, Inc.**

Oct. 24, 1961 filed 108,000 common. **Price**—\$6.50. **Business**—Wholesaling of electronic parts and components and equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—2050 Rockrose Ave., Baltimore. **Underwriter**—Rubin, Rennert & Co., Inc., N. Y.

● **Keller Corp.**

June 29, 1961 filed \$1,200,000 of 6½% convertible subord. debentures due 1968. **Price**—At 100%. **Business**—Development of land, construction of homes and related activities in Florida. **Proceeds**—Repayment of debt, acquisition of Yetter Homes, Inc., and general corporate purposes. **Office**—101 Bradley Place, Palm Beach, Fla. **Underwriter**—Casper Rogers & Co., Inc., N. Y. **Offering**—Expected late in December.

● **Kellwood Co. (12/18-22)**

Oct. 24, 1961 filed 380,000 common. **Price**—By amendment. **Business**—Manufacture of clothing, camping equipment and bedding items principally for Sears, Roebuck & Co. **Proceeds**—For selling stockholders. **Office**—111 W. Monroe St., Chicago. **Underwriters**—Goldman, Sachs & Co. and Lehman Brothers, N. Y.

● **Kelly Girl Service, Inc. (12/18-22)**

Oct. 27, 1961 filed 100,000 common, of which 25,000 are to be offered by the company and 75,000 by a stockholder. **Price**—By amendment. **Business**—Furnishes temporary office clerical services. **Proceeds**—For working capital. **Office**—13314 Woodward Ave., Highland Park, Mich. **Underwriter**—Dean Witter & Co., San Francisco.

● **Kendall Industries, Inc. (12/11-15)**

Sept. 11, 1961 filed 150,000 common, of which 100,000 are to be offered by the company and 50,000 by a selling stockholder. **Price**—\$4. **Business**—The manufacture of sliding aluminum windows and doors. **Proceeds**—For equipment and general corporate purposes. **Office**—5581 Air Terminal Dr., Fresno, Calif. **Underwriter**—Currier & Carlsen, Inc., Los Angeles. **Offering**—In December.

● **Kenwin, Shops, Inc. (12/11-15)**

Sept. 27, 1961 filed 80,000 common. **Price**—\$5. **Business**—Operates a chain of women's and children's apparel stores. **Proceeds**—Repayment of debt, expansion and working capital. **Office**—249 W. 34th St., N. Y. **Underwriters**—D. H. Blair & Co., N. Y., and Johnson, Lane, Space Corp., Savannah.

Kiddle Rides, Inc.

Sept. 12, 1961 filed \$1,000,000 of 7% convertible subordinated debentures due 1971 and 30,000 common to be offered in units of \$1,000 debentures and 30 of common. **Price**—By amendment. **Business**—The operation of coin operated children's amusement equipment. **Proceeds**—For repayment of loans, equipment and general corporate purposes. **Office**—2557 W. North Ave., Chicago. **Underwriter**—Paul C. Kimball & Co., Chicago.

Kine Camera Co. Inc.

Nov. 21, 1961 filed 75,000 common. **Price**—\$5. **Business**—Importing and distribution of cameras, binoculars and photographic equipment. **Proceeds**—For debt repayment and working capital. **Office**—889 Broadway, N. Y. **Underwriter**—Underhill Securities Corp., N. Y.

King Louie Bowling Corp.

Sept. 27, 1961 filed 325,000 common. **Price**—\$3. **Business**—Operates a chain of bowling centers. **Proceeds**—Repay debt and for other corporate purposes. **Office**—8788 Metcalfe Rd., Overland Park, Kan. **Underwriter**—George K. Baum & Co., Kansas City, Mo.

Knickerbocker Toy Co., Inc.

Sept. 27, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Design and manufacture of toys. **Proceeds**—For working capital. **Office**—401 Butler St., Brooklyn, N. Y. **Underwriter**—Herbert Young & Co., Inc., and Netherlands Securities Co., Inc., N. Y.

Kollmorgen Corp.

Nov. 9, 1961 filed 100,000 common, of which 40,000 are to be sold by the company and 60,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of optical equipment. **Proceeds**—For debt repayment. **Office**—347 King St., Northampton, Mass. **Underwriter**—Putnam & Co., Hartford.

Koster-Dana Corp.

Sept. 28, 1961 filed 70,000 common. **Price**—\$5. **Business**—Publishing of informational booklets for financial, commercial and industrial organizations. **Proceeds**—Debt repayment and working capital. **Office**—76 Ninth Ave., N. Y. **Underwriter**—Gianis & Co., N. Y. **Offering**—In late January.

Kratter Corp. (12/1)

Sept. 27, 1961 filed \$100,000,000 of 6% subord. debentures due 1976 (with attached five-year warrants to purchase 2,000,000 class A common) to be offered to holders of class A and class B shares at the rate of \$1,000 of debentures for each 50 shares held. **Price**—\$1,000. **Business**—Real Estate investment. **Proceeds**—Repayment of debt, investment, and corporate purposes. **Office**—521 5th Ave., N. Y. **Underwriter**—None. **Note**—The record date of this offering is expected to be Dec. 1.

Krylon, Inc.

Nov. 15, 1961 filed 250,000 common. **Price**—By amendment. **Business**—Manufacture of aerosol spray paints, protective coatings and other aerosol products. **Proceeds**—For selling stockholders. **Office**—Norristown, Pa. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y. **Offering**—Expected in mid-January.

Kulicke & Soffa Manufacturing Co. (12/11-15)

Aug. 15, 1961 filed 122,980 common shares, of which 100,000 shares are to be offered by the company and 22,980 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of machinery for production of transistors and similar devices. **Proceeds**—For payment of taxes, new products, down payment on a new plant and general corporate purposes. **Office**—401 N. Broad St., Philadelphia. **Underwriter**—Marron, Sloss & Co., Inc., New York (managing).

L. L. Drug Co., Inc. (12/4-8)

July 26, 1961 filed 100,000 common shares. **Price**—\$4.50. **Business**—The manufacture of pharmaceuticals. **Proceeds**—For repayment of a loan, purchase of equipment, research and development, advertising and working capital. **Office**—1 Bala Ave., Bala-Cynwyd, Pa. **Underwriter**—Stevens Investment Co., Bala-Cynwyd, Pa.

Laboratory Procedures, Inc.

Sept. 29, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$2.50. **Proceeds**—For debt repayment, equipment, advertising, leases, and working capital. **Office**—2701 Stocker St., Los Angeles. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—In January.

Lance, Inc. (12/11-15)

Aug. 30, 1961 filed 364,000 common. **Price**—By amendment. **Business**—The manufacture of peanut butter filled delicacies. **Proceeds**—For the selling stockholders. **Office**—1304 S. Blvd., Charlotte, N. C. **Underwriter**—R. S. Dickson & Co., Charlotte, N. C. (mgr.).

Larr Optics & Electronics Co.

Oct. 2, 1961 ("Reg. A") 75,000 common. **Price**—\$2. **Proceeds**—For expansion, equipment, research and development and working capital. **Office**—1375 West Maple St., Denver. **Underwriter**—Schmidt, Sharp, McCabe & Co., Inc., Denver.

Lehigh Press, Inc.

Nov. 3, 1961 filed 155,000 common, of which 45,000 are to be offered by the company and 110,000 by stockholders. **Price**—By amendment. **Business**—A commercial printer. **Proceeds**—For a new plant, moving expenses and equipment. **Office**—2400 E. Huntingdon St., Philadelphia. **Underwriter**—Harrison & Co., Philadelphia.

Leslie (Joyce), Inc.

Sept. 28, 1961 filed 100,000 common. **Price**—\$5.50. **Business**—Retailing of women's apparel. **Proceeds**—For expansion, inventories and working capital. **Office**—850 Flatbush Ave., Brooklyn. **Underwriter**—Seymour, Bernard & DuBoff, Inc., N. Y.

Libby International Corp.

Aug. 3, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The distribution of tractors and farm equipment manufactured by Kramer-Werke, a

German company. **Proceeds**—For repayment of loans, inventory and working capital. **Office**—325 W. Houston Street, N. Y. **Underwriter**—To be named. **Offering**—Expected sometime in January.

Liberian American-Swedish Minerals Co.

Sept. 14, 1961 filed \$5,871,500 of 4.167% subordinated debentures due 1985 to be offered for subscription by stockholders of International African American Corp. Latter stockholders will receive Class C rights to acquire the debentures and 176,145 of Liberian Iron Ore Ltd., parent, in units, each consisting of \$100 of debentures and 3 Liberian Iron Ore. **Price**—\$104 per unit. **Business**—The commercial exploitation of iron ore deposits in Liberia. **Proceeds**—For the selling stockholder. **Address**—Monrovia, Liberia. **Underwriter**—None.

Liberian Iron Ore Ltd.

Sept. 14, 1961 filed 436,327 capital shares being offered for subscription by stockholders of International African American Corp. Latter stockholders will receive class A rights to acquire 40,000 capital shares on the basis of one for each 22 held; class B rights to acquire 220,182 on the basis of one for each four held; and class C rights to acquire 176,145 shares and \$5,871,500 of debentures of Liberian American-Swedish Minerals Co., subsidiary, in units, each consisting of \$100 of debentures and three Liberian Iron shares. **Price**—Class A—\$10; Class B—\$15.85; Class C—\$104 per unit. **Proceeds**—For the selling stockholder. **Business**—A holding company for stock of Liberian American-Swedish Minerals Co., which is engaged in the exploitation of iron ore deposits in Liberia. **Address**—Prince Edward Island, Canada. **Underwriter**—None. **Note**—The record date for the offering is Nov. 15 and the rights expiration date Dec. 27, 1961.

Lido Corp.

Aug. 29, 1961 ("Reg. A") 84,000 common. **Price**—\$3.25. **Business**—The manufacture of toys, games and novelties. **Proceeds**—For new equipment, advertising, and repayment of loans. **Office**—349 Rider Ave., Bronx 51, N. Y. **Underwriter**—Flomenhaft, Seidler & Co., Inc., N. Y. **Offering**—Expected sometime in January.

Linco International, Inc.

Nov. 15, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Operation of 20 departments in closed-door membership department stores. **Proceeds**—For general corporate purposes. **Office**—1510 Page Industrial Blvd., Overland, Mo. **Underwriter**—R. L. Warren Co., St. Louis.

Lincoln Fund, Inc. (12/11-15)

March 30, 1961 filed 951,799 shares of common stock. **Price**—Net asset value plus a 7% selling commission. **Business**—A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. **Proceeds**—For investment. **Office**—300 Main St., New Britain, Conn. **Distributor**—Horizon Management Corp., New York.

Lincoln Income Life Insurance Co.

Oct. 31, 1961 filed 45,000 common. **Price**—By amendment. **Business**—A life insurance company. **Proceeds**—For the selling stockholder. **Office**—Louisville, Ky. **Underwriters**—J. C. Bradford & Co., Nashville, Tenn. and W. L. Lyons & Co., Louisville, Ky.

Litho-Tone, Inc.

Nov. 17, 1961 filed \$247,500 of convertible subordinated 7% debentures due 1971 (with attached warrants) and 55,000 common shares to be offered in units consisting of one \$4.50 debenture (with one warrant) and one common share. **Price**—\$6 per unit. **Business**—Lithography printing and the manufacture of offset printing plates. **Proceeds**—For general corporate purposes. **Office**—333 Hudson St., N. Y. **Underwriter**—Continental Bond & Share, Maplewood, N. J.

Lithoid, Inc.

Nov. 22, 1961 filed 120,000 common. **Price**—\$3. **Business**—Development and manufacture of equipment and systems for the photographic data processing industry. **Proceeds**—For general corporate purposes. **Office**—232 Cleveland Ave., Highland Park, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

Lomart Perfected Devices, Inc.

Sept. 14, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture of pool filters and accessories and tools, dies, metal stampings, etc. **Proceeds**—For moving expenses, purchase of equipment, promotion of a new product and working capital. **Office**—199 Bleeker St., Brooklyn, N. Y. **Underwriter**—None.

Lori-Bari Systems, Inc.

Nov. 24, 1961 ("Reg. A") 50,000 common. **Price**—\$5. **Business**—The baking of bread, rolls, pastry, etc. **Proceeds**—For general corporate purposes. **Office**—2421 Broadway, N. Y. **Underwriters**—Crosse & Co., Inc. and Jay Cherny & Co., Inc., N. Y.

Ludwig Engineering & Science (12/11-15)

Oct. 5, 1961 filed 125,000 common. **Price**—By amendment. **Business**—Renders engineering and research services. **Proceeds**—For equipment, debt repayment and working capital. **Office**—150 E. Foodhill Blvd., Arcadia, Calif. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis.

Lunar Enterprises, Inc. (12/29)

Aug. 31, 1961 filed 125,000 common. **Price**—\$5.75. **Business**—The production of television films. **Proceeds**—For filming and production and working capital. **Office**—1501 Broadway, N. Y. **Underwriter**—Ehrlich, Irwin & Co., Inc., 50 Broadway, N. Y.

Macfadden Publications, Inc.

Sept. 28, 1961 filed \$5,300,000 of convertible subord. debentures due 1971. **Price**—At par. **Business**—Book and magazine publishing. **Proceeds**—Debt repayment, moving expenses and working capital. **Office**—205 E. 42nd St., N. Y. **Underwriters**—First Broad Street Corp. and Lieberbaum & Co., N. Y. **Note**—This registration will be refilled.

MacLevy Associates, Inc.

July 20, 1961 ("Reg. A") 150,000 common shares (par one cent). **Price**—\$2. **Business**—The distribution of health, exercise and slenderizing equipment. **Proceeds**—For repayment of loans, equipment, new products, sales promotion and advertising, plant removal and working capital. **Office**—189 Lexington Ave., N. Y. 16, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

Macoid Industries, Inc. (12/11-15)

Sept. 28, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. **Price**—\$5. **Business**—Molding of plastic products for the automobile, electrical utility and telephone industries. **Proceeds**—For working capital. **Office**—12340 Cloverdale, Detroit. **Underwriter**—Charles Plohn & Co., N. Y.

Magazines For Industry, Inc.

Aug. 2, 1961 filed 135,000 common shares. **Price**—By amendment. **Business**—The publishing of business periodicals. **Proceeds**—For promotion, a new publication and working capital. **Office**—660 Madison Ave., New York. **Underwriter**—To be named.

Major Finance Corp. (12/11-15)

Aug. 18, 1961 filed \$200,000 of 7% senior subordinated debentures due 1971 (with attached warrants) and 100,000 common shares to be offered in units consisting of \$100 debenture (with a warrant to purchase one common share at \$4) and 50 common shares. **Price**—\$300 per unit. **Business**—Consumer finance. **Proceeds**—For working capital. **Office**—912 Thayer Ave., Silver Spring, Md. **Underwriter**—Manhattan Eastern Corp., N. Y. (mgr.)

Mann Research Laboratories, Inc. (12/11-15)

Sept. 21, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Sale of scientifically tested biochemicals and pharmaceuticals. **Proceeds**—For new quarters, equipment, a laboratory, inventories and working capital. **Office**—136 Liberty St., N. Y. **Underwriter**—L. D. Sherman & Co., N. Y.

Manson Laboratories, Inc.

Sept. 26, 1961 filed 200,000 common. **Price**—\$5. **Business**—Research and manufacture of equipment for military and industrial applications. **Proceeds**—Repayment of debt, equipment research and development, and working capital. **Office**—375 Fairfield Ave., Stamford, Conn. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—In late December.

Maric Design & Mfg. Corp.

Nov. 14, 1961 ("Reg. A") 55,000 common. **Price**—\$4. **Business**—Manufacture of waste water filters and filtering systems. **Proceeds**—For debt repayment and working capital. **Office**—610 W. 18th St., Hialeah, Fla. **Underwriters**—Shawe & Co., Inc. and Terrio & Co., Inc., Washington, D. C.

Markite Corp.

Oct. 26, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Development, design, manufacture and sale of precision electromechanical devices. **Proceeds**—For debt repayment and working capital. **Office**—155 Waverly Place, N. Y. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. **Offering**—Expected sometime in Jan.

Marks Polarized Corp. (12/15)

June 27, 1961 filed 95,000 common shares. **Price**—By amendment. **Proceeds**—For expansion, acquisition of new facilities and other corporate purposes. **Office**—153-16 Tenth Ave., Whitestone, N. Y. **Underwriters**—Ross, Lyon & Co., Inc. (mgr.), Glass & Ross, Inc., and Globus, Inc., N. Y. C.

Marlene Industries Corp. (12/11-15)

Aug. 29, 1961 filed 225,000 common, of which 150,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$7. **Business**—The manufacture of ladies' wear. **Proceeds**—For working capital. **Office**—141 W. 36th St., N.Y.C. **Underwriter**—Bernard M. Kahn & Co., Inc., N.Y.C.

Marshall Electronics Co.

Nov. 1, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of rectifiers, regulators, thermocouple tubes, and thyatrons. **Proceeds**—For expansion, research and development, and working capital. **Office**—54 Summer Ave., Newark, N. J. **Underwriter**—Richard Bruce & Co., Inc., N. Y.

Martin Yale Business Machines Corp.

(12/11-15)
Sept. 27, 1961 filed 100,000 common (with attached three-year warrants to purchase 40,000 shares at \$5, to be offered in units of one share and a warrant to purchase 0.4 share. **Price**—\$3.50 per unit. **Business**—Manufacture of paper cutters and trimmers, paper folding machines, photographic dark room accessories and envelope opening machines. **Proceeds**—Advertising sales, promotion, new products and working capital. **Office**—2450 Estes Ave., Elk Grove Village, Ill. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

Matrix Corp.

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Furnishes consultative and research services. **Proceeds**—For development of teaching machines and working capital. **Office**—507 18th St., S., Arlington, Va. **Underwriter**—Mackall & Coe, Washington, D. C.

Maust Coal & Coke Corp.

Nov. 13, 1961 filed 250,000 common. **Price**—By amendment. **Business**—Mining of bituminous coal. **Proceeds**—For debt repayment and purchase of equipment. **Office**—530 Fifth Ave., N. Y. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y. **Offering**—In January.

Maxam, Inc.

Oct. 26, 1961 filed 200,000 common, of which 100,000 shares are to be offered by the company and 100,000 shares by stockholders. **Price**—By amendment. **Business**—Operation of self-service discount department

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stores. **Proceeds**—For debt repayment and working capital. **Office**—525 Hyde Park Ave., Roslindale, Mass. **Underwriter**—McDonnell & Co., Inc., N. Y.

Mayfield Engineering Co.

Oct. 5, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Proceeds**—For equipment, debt repayment and working capital. **Office**—330 W. Costilla St., Colorado Springs. **Underwriter**—Amos C. Sudler & Co., Denver.

Measurements Spectrum, Inc.

Oct. 9, 1961 ("Reg. A") 50,000 common. **Price**—At par (\$5). **Proceeds**—For equipment, debt repayment and working capital. **Office**—815 S. Fremont Ave., Alhambra, Calif. **Underwriter**—Adams & Co., Los Angeles. **Offering**—Imminent.

Medex, Inc. (12/26-29)

Sept. 27, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Development and manufacture of a limited line of hospital and surgical supplies. **Proceeds**—For construction, inventory, research and working capital. **Office**—1488 Grandview Ave., Columbus, Ohio. **Underwriter**—Globus, Inc., N. Y.

Medical Fund, Inc.

Oct. 26, 1961 filed 2,000,000 capital shares. **Price**—\$10. **Business**—A closed-end diversified investment company. **Proceeds**—For investment in firms serving modern medicine. **Address**—New York, N. Y. **Underwriter**—Fleetwood Securities Corp. of America, 44 Wall St., N. Y.

Medical Industries Fund, Inc.

Oct. 23, 1961 filed 25,000 common. **Price**—\$10. **Business**—A closed-end investment company which plans to become open-end. **Proceeds**—For investment in the medical industry and capital growth situations. **Office**—677 Lafayette St., Denver. **Underwriter**—Medical Associates, Inc., Denver.

Medical Video Corp.

Nov. 13, 1961 filed 250,000 common. **Price**—\$10. **Business**—Manufacture of medical electronic equipment. **Proceeds**—For general corporate purposes. **Office**—Studio City, Calif. **Underwriter**—Financial Equity Corp., Los Angeles.

Meehan-Tooker Co., Inc. (12/6)

Sept. 8, 1961 filed 100,000 common. **Price**—\$5. **Business**—The printing of advertising material, annual reports, booklets etc., by offset lithography. **Proceeds**—For the purchase of a high-speed press, the repayment of debt, establishment of a new department, and working capital. **Office**—170 Varick St., N. Y. **Underwriters**—Harry Odzer Co., N. Y. and Bruno-Lenchner, Inc., Pittsburgh.

Melnor Industries, Inc.

Nov. 15, 1961 filed 152,500 common, of which 52,500 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of lawn and garden sprinkling equipment. **Proceeds**—For general corporate purposes. **Office**—Moonachie, N. J. **Underwriter**—Francis I. duPont & Co., N. Y.

Mercury Photo Corporation (12/18-22)

Sept. 26, 1961 filed 100,000 class A. **Price**—\$5. **Business**—Processing and wholesaling of photographic film, etc. **Proceeds**—For expansion, equipment, and working capital. **Office**—275 Clinton Ave., Newark, N. Y. **Underwriter**—General Securities Co., S. Kasdan & Co., Inc., N. Y. C., and Dual Planning Corp., Garden City, N. Y.

Merit Associates, Inc.

Sept. 5, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Plastic fabrication. **Proceeds**—For debt payment, equipment, advertising and working capital. **Office**—3 Sidney Court, Lindenhurst, N. Y. **Underwriters**—M. Posey Associates Ltd., and Alkow & Co., Inc., N. Y. **Offering**—Imminent.

Metal Bellows Corp. (12/4-8)

Sept. 1, 1961 filed 140,000 common, of which 120,000 are to be offered by the company and 20,000 by a stockholder. **Price**—By amendment. **Business**—The manufacture of welded diaphragm bellows. **Proceeds**—For moving expenses, equipment, research and development, repayment of debt and working capital. **Office**—27 Mica Lane, Wellesley, Mass. **Underwriter**—Estabrook & Co., Boston.

Metallurgical International, Inc.

Sept. 26, 1961 filed 145,000 class A. **Price**—\$3. **Business**—Reprocessing and manufacturing of rare refractory metals. **Proceeds**—Repay debt, taxes, purchase equipment, and working capital. **Office**—174 Main Ave., Wellington, N. J. **Underwriter**—Mortimer B. Burnside & Co., N. Y.

Metalfab, Inc.

Oct. 27, 1961 filed \$600,000 of 6% s. f. conv. debentures due 1976 and 100,000 common (of which 20,000 shares are to be offered by the company and 80,000 by stockholders). **Price**—By amendment. **Business**—Manufactures products and parts of the automotive and electrical industries. **Proceeds**—For debt repayment and working capital. **Office**—First and Elm Sts., Beaver Dam, Wis. **Underwriters**—Cruttenden, Podesta & Co., Chicago and Splaine & Frederic, Inc., Milwaukee. **Offering**—Expected sometime in January.

Metatronics Manufacturing Corp.

Oct. 18, 1961 filed 100,000 common. **Price**—\$2. **Business**—Manufacture of electronic cases and containers, and precision sheet metal products. **Proceeds**—For debt repayment, and other corporate purposes. **Office**—111 Bloomingdale Rd., Hicksville, N. Y. **Underwriter**—Frank Karasik & Co., N. Y.

Meteor Enterprises, Inc.

Oct. 31, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of electric barbecue motors, igniters, etc. **Proceeds**—For debt repayment and general corporate purposes. **Office**—5356 Riverton Ave.,

North Hollywood, Calif. **Underwriter**—Kolb & Lawrence, Inc., Las Vegas, Nev.

Metropolitan Acceptance Corp.

Oct. 2, 1961 filed \$300,000 of 6% subordinated convertibles due 1967 and 60,000 common shares to be offered in units consisting of \$100 of debentures and 20 common shares. **Price**—\$150 per unit. **Business**—Financing of retail sales. **Proceeds**—For working capital. **Office**—5422 Western Ave., Chevy Chase, Md. **Underwriter**—R. Baruch & Co., Washington, D. C.

Metrodynamics Corp. (12/11-15)

Nov. 13, 1961 ("Reg. A") 100,000 common. **Price**—\$1.10. **Business**—Research, design and manufacture of specialized electronic instruments and devices. **Proceeds**—For debt repayment and working capital. **Office**—8 Westover Ave., Caldwell, N. J. **Underwriter**—First Philadelphia Corp., N. Y.

Micro-Lectric, Inc.

June 12, 1961 ("Reg. A") 55,000 common shares (par 10 cents). **Price**—\$4. **Business**—The manufacture and design of potentiometers used in computers, ground control guidance systems and missiles. **Proceeds**—For tooling and production; repayment of loans; equipment; advertising; research and development and working capital. **Office**—19 Debevoise Avenue, Roosevelt, N. Y. **Underwriter**—Underhill Securities Corp., N. Y. **Offering**—Imminent.

Micron Plastics Corp.

Sept. 15, 1961 ("Reg. A") 50,000 common. **Price**—\$4. **Business**—Manufacture of plastic film. **Proceeds**—For building improvements, new equipment and working capital. **Office**—640 Dean St., Brooklyn. **Underwriter**—S. Schramm & Co., N. Y.

Midwestern Investment Corp.

Oct. 16, 1961 filed 200,000 common. **Price**—\$2. **Business**—Company plans to engage in the commercial finance and factoring business. **Proceeds**—General corporate purposes. **Office**—1730 K St., N. W., Washington, D. C. **Underwriter**—Affiliated Underwriters, Inc.

Milgray Electronics, Inc.

Sept. 26, 1961 filed 166,667 common. **Price**—By amendment. **Business**—Wholesaler and distributor of electronic parts. **Office**—136 Liberty St., N. Y. **Underwriter**—Marion, Sloss & Co., Inc., N. Y. **Offering**—In early January.

Milo Components, Inc.

Nov. 17, 1961 ("Reg. A") 150,000 class A shares. **Price**—\$1. **Business**—Manufacturer of precision metal components, assemblies and sub-assemblies. **Proceeds**—For debt repayment and working capital. **Office**—9-11 Cleveland St., Valley Stream, N. Y. **Underwriters**—T. M. Kirsch Co., Inc., N. Y. and Nelson Securities, Inc., Hempstead, N. Y.

Mitron Research & Development Corp.

Nov. 21, 1961 filed 130,000 common. **Price**—\$3. **Business**—Research and development of new products for the electronic industry. **Proceeds**—For general corporate purposes, new products. **Office**—899 Main St., Waltham, Mass. **Underwriter**—Stanley Heller & Co., N. Y.

Minuit Investing Corp.

Aug. 4, 1961 ("Reg. A") 28,000 shares of 80 cents cumulative, participating preferred stock (par \$1). **Price**—\$10. **Business**—An investment company. **Proceeds**—For acquisitions, working capital and general corporate purposes. **Office**—225 Broadway, New York 7, N. Y. **Underwriter**—Pine Tree Securities, Inc., N. Y.

Miss Eliette, Inc. (12/11-15)

Oct. 10, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Design, manufacture and distribution of women's dresses. **Proceeds**—For debt repayment, inventory and expansion. **Office**—1919 S. Los Angeles St., Los Angeles. **Underwriter**—F. L. Rossmann & Co., N. Y.

Mobile Estates, Inc.

June 27, 1961 filed 140,000 common shares. **Price**—\$6. **Proceeds**—To purchase land, construct and develop about 250 mobile home sites, form sales agencies and for working capital. **Office**—26 Dalbert, Carteret, N. J. **Underwriter**—Harry Odzer Co., N. Y. **Offering**—In mid-Jan.

Mobile Rentals Corp.

Oct. 13, 1961 filed 215,000 common, of which 165,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Sale and leasing of trailers. **Proceeds**—For expansion, repayment of debt, and working capital. **Office**—8472 S. Figueroa St., Los Angeles. **Underwriters**—Kleiner, Bell & Co., Beverly Hills, Calif. and Hardy & Co., N. Y.

Modern Pioneers' Life Insurance Co.

Nov. 6, 1961 ("Reg. A") 105,297 common. **Price**—\$2. **Business**—A life insurance company. **Proceeds**—To increase capital and surplus. **Office**—811 N. Third St., Phoenix. **Underwriter**—Associated General Agents of North America, Inc.

Molecular Dielectrics, Inc. (12/18-22)

Sept. 1, 1961 filed 150,000 common, of which 135,000 are to be offered by the company and 15,000 by Cardia Co. **Price**—\$5. **Business**—The manufacture of high-temperature electronic and electrical insulation materials. **Proceeds**—For equipment, a new product and working capital. **Office**—101 Clifton Blvd., Clifton, N. J. **Underwriters**—Street & Co., Inc. and Irving Weis & Co., N. Y.

Mon-Dak Feed Lot, Inc. (12/11-15)

July 17, 1961 filed 150,000 common shares. **Price**—\$3. **Business**—The breeding of livestock owned by others. **Proceeds**—For drilling of water test wells, purchase of land, construction, general administrative costs and working capital. **Address**—Glendive, Mont. **Underwriter**—Wilson, Ehli, Demos, Bailey & Co., Billings, Mont.

Monmouth Electric Co., Inc. (12/4)

Aug. 28, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$6. **Business**—Manufacture of electronic and

electro-mechanical equipment. **Proceeds**—Machinery, repay loans and working capital. **Office**—1802 Corliss Ave., Neptune, N. J. **Underwriters**—Cruttenden, Podesta & Co., Chicago and Spear, Leeds & Kellogg, N. Y.

Monticello Lumber & Mfg. Co., Inc.

April 11, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of lumber, building supplies and hardware. **Proceeds**—To repay loans and for working capital. **Address**—Monticello, N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

Motor Parts Industries, Inc.

Oct. 30, 1961 filed 120,000 class A shares. **Price**—By amendment. **Business**—Distribution of automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—900-908 S. Oyster Bay Rd., Hicksville, N. Y. **Underwriter**—Street & Co., Inc., N. Y. **Offering**—In Jan.

Municipal Investment Trust Fund, First Pa.

Series (12/18-22)

April 28, 1961 filed \$6,375,000 (6,250 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of the Commonwealth of Pennsylvania and its political sub-divisions. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C.

Municipal Investment Trust Fund, Series B

April 28, 1961 filed \$12,750,000 (12,500 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of states, counties, municipalities and territories of the U. S. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C. **Offering**—Expected in early 1962.

Mutual Credit Corp.

Nov. 3, 1961 ("Reg. A") \$300,000 of 6½% convertible subord. debentures, due 1971. **Price**—At par. **Business**—A finance company. **Proceeds**—For general corporate purposes. **Address**—Keene, N. H. **Underwriter**—Chilson, Newbery & Co., Inc., Kingston, N. Y.

NAC Charge Plan and Northern Acceptance Corp. (12/4-8)

June 27, 1961 filed 33,334 class A common shares. **Price**—By amendment. **Proceeds**—For working capital. **Office**—16 East Pleasant St., Baltimore, Md. **Underwriter**—Sade & Co., Washington, D. C. (mgr.)

Nailey's, Inc. (12/4-8)

Oct. 9, 1961 filed 210,000 common, of which 130,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—The production of food products. **Proceeds**—For a new plant, leasehold and plant improvement and working capital. **Office**—3410 S. Lawrence St., Tacoma, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

Narrows Premium Corp.

Sept. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—Financing of casualty insurance premiums in New York State. **Proceeds**—General corporate purposes. **Office**—9805 Fourth Ave., Brooklyn, N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

National Bowling Lanes, Inc.

July 21, 1961 filed 150,000 capital shares. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For expansion, repayment of loans, and working capital. **Office**—220 S. 16th Street, Philadelphia. **Underwriter**—Edward Lewis & Co., Inc., N. Y. **Offering**—Expected some time in January.

National Capital Acceptance Corp.

Oct. 20, 1961 ("Reg. A") 150,000 class A common. **Price**—\$2. **Business**—Purchase of second trust notes and other securities. **Proceeds**—For working capital. **Office**—8719 Colesville Rd., Silver Spring, Md. **Underwriter**—Guardian Investment Corp., Washington, D. C.

National Equipment & Plastics Corp.

Sept. 28, 1961 filed 105,000 common. **Price**—\$5. **Business**—Operation of a cleaning and pressing plant and affiliated stores. **Proceeds**—For debt repayment, store expansion and working capital. **Address**—Portage, Pa. **Underwriter**—Cortlandt Investing Corp., N. Y.

National Hospital Supply Co., Inc. (12/6)

June 22, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Distribution of medical supplies. **Proceeds**—For inventory, advertising and promotion, expansion, repayment of loans and working capital. **Office**—38 Park Row, N. Y. **Underwriters**—Edward Lewis & Co., Inc. and Underhill Securities Corp., N. Y.

National Mercantile Clearing House, Inc.

Oct. 23, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—A collection agency. **Proceeds**—For general corporate purposes. **Office**—4539 Ponce de Leon Blvd., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Expected sometime in January.

National Real Estate Investment Trust

Nov. 9, 1961 filed 1,000,000 common. **Price**—\$15. **Business**—A real estate investment company. **Proceeds**—For investment. **Office**—20 Broad St., New York City. **Underwriter**—Lee Higginson Corp., N. Y. **Offering**—Expected in January.

National Recreation Corp.

Sept. 27, 1961 filed 337,500 common. **Price**—\$8. **Business**—Operates a national chain of bowling centers. **Proceeds**—For the acquisition of new centers, repayment of debt and for working capital. **Office**—Time and Life Bldg., N. Y. **Underwriter**—Berger-Derman, Inc., N. Y.

National Rolling Mills Co.

Nov. 22, 1961 filed 200,000 common, of which 120,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of steel suspension systems, and other specialized roll formed metal products. **Proceeds**—For debt repayment and other corporate purposes. **Office**—Morehall Road, Malvern, Pa. **Underwriter**—Drexel & Co., Philadelphia.

National Semiconductor Corp.

May 11, 1961 filed 75,000 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The design, development, manufacture and sale of quality transistors for military and industrial use. **Proceeds**—For new equipment, plant expansion, working capital, and other corporate purposes. **Office**—Mallory Plaza Bldg., Danbury, Conn. **Underwriters**—Lee Higginson Corp., N. Y. C. and Piper, Jaffray & Hopwood, Minneapolis (mgr.). **Note**—This registration has been indefinitely postponed.

National Systems Corp.

Sept. 28, 1961 ("Reg. A") 70,000 capital. **Price**—\$4. **Proceeds**—For equipment, improvement of a TV repair course and working capital. **Office**—1036 S. La Brea Ave., Los Angeles. **Underwriter**—Gregory-Massari, Inc., Beverly Hills.

National Tel-Tronics Corp.

Sept. 11, 1961 filed 133,000 common. **Price**—\$3. **Business**—The manufacture of electronic components. **Proceeds**—For repayment of a loan, expansion, new products, working capital and general corporate purposes. **Office**—52 St. Casimer Ave., Yonkers, N. Y. **Underwriter**—Frank Karasik & Co., Inc., N. Y. (mgr.).

National Vended Ski Insurance Corp.

Oct. 30, 1961 filed 550,000 common. **Price**—By amendment. **Business**—Distribution of coin-operated insurance vending machines to brokers at sporting centers. **Proceeds**—For inventory, advertising and working capital. **Office**—420 Lexington Ave., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in February.

Nationwide Bowling Corp.

Oct. 19, 1961 filed 100,000 capital shares (with attached warrants). **Price**—By amendment. **Business**—The operation of bowling centers. **Proceeds**—For a realty acquisition and working capital. **Office**—11 Commerce St., Newark, N. J. **Underwriter**—Warner, Jennings, Mandel & Longstreth, Philadelphia.

New Campbell Island Mines Ltd.

Oct. 13, 1961 filed 475,000 common, of which 400,000 are to be offered by the company and 75,000 by a stockholder. **Price**—50c. **Business**—Exploration, development and mining. **Proceeds**—General corporate purposes. **Office**—80 Industry St., Toronto, Canada. **Underwriter**—A. C. MacPherson & Co., Toronto.

New West Land Corp.

June 30, 1961 ("Reg. A") 200,000 common shares (par \$1). **Price**—\$1.50. **Proceeds**—For repayment of notes and acquisition of real estate interests. **Office**—3252 Broadway, Kansas City, Mo. **Underwriter**—Barret, Fitch, North & Co., Kansas City, Mo.

New World Laboratories, Inc.

Nov. 13, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of cosmetics and hair preparations. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1610 14th St., N. W., Washington, D. C. **Underwriter**—T. J. McDonald & Co., Inc., Washington, D. C.

Norcold, Inc.

Nov. 20, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of compact refrigerators. **Proceeds**—For general corporate purposes. **Office**—5111 W. Washington Blvd., Los Angeles. **Underwriter**—Morgan & Co., Los Angeles.

North America Real Estate Trust

Nov. 13, 1961 filed 2,000,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate investment trust. **Proceeds**—For acquisition of property and working capital. **Office**—475 Fifth Ave., N. Y. **Underwriter**—None.

North Atlantic Industries, Inc.

Sept. 26, 1961 filed 131,500 common, of which 120,000 will be sold by the company and 11,500 by a stockholder. **Price**—By amendment. **Business**—Manufacture of precision electronic instruments. **Proceeds**—Repayment of debt, new product development, inventory and working capital. **Office**—Terminal Dr., Plainview, N. Y. **Underwriter**—G. A. Saxton & Co., Inc., N. Y.

Nutri-Bio Corp.

Oct. 17, 1961 filed 1,200,000 common. **Price**—\$5. **Business**—Distribution and sale of vitamins, minerals and dietary food supplements. **Proceeds**—For selling stockholders. **Office**—291 S. La Cienega Blvd., Beverly Hills, Calif. **Underwriter**—Vickers, McPherson & Warwick, Inc., N. Y.

Nutri-Laboratories, Inc.

Sept. 14, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture and distribution of animal foods and dog products. **Proceeds**—For marketing of "Doctor's Choice" brand, working capital and operating expenses. **Office**—1511 K St., N. W., Washington, D. C. **Underwriter**—Hirschel & Co., Silver Spring, Md.

Nuveen Tax-Exempt Bond Fund, Series 2

Feb. 23, 1961 filed \$10,000,000 (100,000 units) ownership certificates. **Price**—To be filed by amendment. **Business**—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—135 South La Salle Street, Chicago. **Sponsor**—John Nuveen & Co., Chicago. **Offering**—Expected in early 1962. **Note**—This fund formerly was known as Tax-Exempt Public Bond Trust Fund, Series 2.

Nuveen Tax-Exempt Bond Fund, Series 3

Oct. 17, 1961 filed \$15,300,000 of units representing fractional interests in the Fund. **Price**—By amendment. **Business**—The Fund will invest in interest bearing obligations of states, counties and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Pro-**

ceeds—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

Nuveen Tax-Exempt Bond Fund, Series 4

Oct. 17, 1961 filed \$15,000,000 of units representing fractional interests in the Fund. **Price**—By amendment. **Business**—The Fund will invest in interest-bearing obligations of states, counties, and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

Oceanic Instruments, Inc. (12/18-22)

Aug. 24, 1961 filed 140,000 common. **Price**—\$1. **Business**—The company plans to manufacture scientific marine instruments and provide consultation services. **Proceeds**—For organizational expenses and purchase of equipment. **Office**—1515 Norton Bldg., Seattle. **Underwriter**—Globus, Inc., N. Y.

Old Empire, Inc. (12/11-15)

May 1, 1961 filed \$950,000 of convertible subordinated debentures due 1971. **Price**—At par. **Business**—The manufacture, packaging and distribution of cosmetics, pharmaceuticals and household, chemical and industrial specialties. **Proceeds**—For the repayment of bank loans, property improvements and working capital. **Office**—865 Mt. Prospect Avenue, Newark, N. J. **Underwriter**—Laird, Bissell & Meeds, N. Y.

Olympia Mines, Inc.

Sept. 1, 1961 filed 300,000 capital shares. **Price**—\$1.35. **Business**—The exploration and development of mines. **Proceeds**—For mining operations. **Office**—44 Court St., Brooklyn, N. Y. **Underwriter**—Gaumont Corp., Ltd., Toronto. **Offering**—Expected in late December.

Orbit Industries, Inc. (12/4-8)

Aug. 22, 1961 filed 125,000 common shares. **Price**—\$4. **Business**—Research, development, engineering and manufacturing in the telephone, electronics and related fields. **Proceeds**—For repayment of loans, and equipment. **Office**—213 Mill St., N. E., Vienna, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

Orbit Instruments Corp.

Aug. 29, 1961 filed 100,000 capital shares. **Price**—\$4. **Business**—Production of miniature precision electromechanical components. **Proceeds**—Equipment, products, expansion and repayment of loans. **Office**—131 Eileen Way, Syosset, N. Y. **Underwriter**—Hardy & Co., N. Y. **Offering**—Imminent.

Originala Inc.

Aug. 29, 1961 filed 150,000 common. **Price**—\$9.25. **Business**—The manufacture of women's coats. **Proceeds**—For the selling stockholders. **Office**—512 Seventh Ave., N. Y. **Underwriters**—Globus, Inc., and Divine & Fishman, Inc., N. Y. **Offering**—Expected some time in January.

Orian Electronics Corp. (12/11-15)

Aug. 28, 1961 filed 100,000 common. **Price**—\$3.50. **Business**—The manufacture of precision electronic sub-systems for the generation, detection and control of frequencies up through the microwave region. **Proceeds**—For expansion, equipment and working capital. **Address**—Tuckahoe, N. Y. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y. C.

Orlando Paper Corp.

Oct. 11, 1961 ("Reg. A") 80,000 common. **Price**—\$2.50. **Business**—Manufacturer of miscellaneous paper products. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Oceanside, L. I., N. Y. **Underwriter**—Professional & Executive Planning Corp., Long Beach, New York.

Oxford Finance Cos., Inc.

Nov. 28, 1961 filed 200,000 common. **Price**—By amendment. **Business**—A finance company. **Proceeds**—For expansion and debt repayment. **Office**—6701 N. Broad St., Philadelphia. **Underwriter**—Blair & Co., Inc., N. Y.

Philad Trust Fund

Nov. 24, 1961 filed 5,000,000 units. **Price**—\$1. **Business**—An investment trust. **Office**—Atlanta, Ga. **Sponsor**—Oxford Distributor Corp., Atlanta.

Oz Publishing Corp.

Sept. 15, 1961 filed 140,000 common. **Price**—By amendment. **Business**—The design, production and sale of greeting cards. **Proceeds**—For the repayment of debt, installation of additional equipment, modernization of a department and working capital. **Office**—156 Fifth Ave., N. Y. **Underwriter**—Laren Co., N. Y.

Ozon Products, Inc.

Sept. 28, 1961 filed 105,000 common. **Price**—By amendment. **Business**—Manufacture of toiletries and cosmetics. **Proceeds**—For repayment of debt and working capital. **Office**—50 Wallabout St., Brooklyn, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y. **Offering**—Expected in January.

PCS Data Processing, Inc.

Oct. 6, 1961 filed 100,000 common of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—\$3.75. **Business**—Furnishing of statistical information. **Proceeds**—For training personnel, new equipment, expansion and working capital. **Office**—75 W. St., N. Y. **Underwriters**—Harry Odzer Co., N. Y., and Lenchner, Covato & Co., Inc., Pittsburgh, Pa. **Offering**—Expected in January.

P-G Products Manufacturing Co., Inc.

Oct. 10, 1961 filed 110,055 common. **Price**—By amendment. **Business**—Manufactures appliance replacement parts and accessories. **Proceeds**—For debt repayment, expansion and working capital. **Office**—230 E. 162nd St., N. Y. **Underwriters**—Kahn & Peck; Cohn & Co., N. Y.

P. & H. Tube Corp.

Oct. 25, 1961 filed 120,000 common (with attached warrants to purchase 60,000 additional shares) to be offered in units consisting of two shares and one warrant. **Price**

—\$12 per unit. **Business**—Manufacture of electric resistance welded steel tubing. **Proceeds**—For debt repayment and working capital. **Office**—413 Hamilton Rd., Bossier City, La. **Underwriters**—Howard, Weil, Labouisse, Friedrichs & Co., New Orleans and Clark, Landstreet & Kirkpatrick, Inc., Nashville.

Pacific Big Wheel

Oct. 26, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Sale and installation of automobile accessories. **Proceeds**—For expansion and working capital. **Office**—6125 El Cajon Blvd., San Diego. **Underwriter**—N. C. Roberts & Co., Inc., San Diego.

Pacific Lighting Corp. (12/13)

Nov. 6, 1961 filed 600,000 common. **Price**—By amendment. **Business**—A holding company for firms engaged in the natural gas business in southern California. **Proceeds**—For debt repayment and construction. **Office**—600 California St., San Francisco. **Underwriter**—Blyth & Co., Inc., N. Y.

Pacific Nutrient & Chemical Co. (12/4)

Sept. 15, 1961 filed 120,000 common. **Price**—\$4. **Business**—The manufacture and sale of chemical fertilizers, animal nutrients, crop seeds, insecticides, etc. **Proceeds**—For additional equipment, a new plant and working capital. **Office**—North Oak and Hazel St., Burlington, Wash. **Underwriter**—N. A. Hart & Co., Inc.

Pacific States Steel Corp.

June 21, 1961 filed 100,000 outstanding shares of capital stock (par 50 cents) to be sold by stockholders. **Price**—\$6. **Business**—The manufacture of steel products. **Proceeds**—For the selling stockholder. **Office**—35124 Alvarado-Niles Road, Union City, Calif. **Underwriters**—First California Co., Inc., and Schwabacher & Co., San Francisco (mgr.). **Offering**—Indefinitely postponed.

Pakco Management & Development Co.

(12/4-8)
Aug. 25, 1961 filed 310,000 common. **Price**—\$11. **Business**—The large scale production of blueberries, cranberries, etc. **Proceeds**—For repayment of loans, property improvements and general corporate purposes. **Office**—104 Bellevue Ave., Hammonton, N. J. **Underwriter**—Woodcock, Moyer, Fricke & French, Philadelphia (mgr.).

Pako Corp. (12/11-15)

Sept. 25, 1961 filed 150,000 common, of which 100,000 will be sold by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of equipment used to process and print photographs. **Proceeds**—Working capital. **Office**—6300 Olson Hwy., Minneapolis. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y.

Pal-Playwell Inc.

Nov. 28, 1961 filed 100,000 common. **Price**—\$4. **Business**—Design, assembly and manufacture of toys. **Proceeds**—For debt repayment and working capital. **Office**—179-30 93rd Ave., Jamaica, N. Y. **Underwriter**—Tyche Securities, Inc., N. Y.

Palmetto Pulp & Paper Corp.

June 28, 1961 filed 1,000,000 common. **Price**—\$3.45. **Business**—The growth of timber. **Proceeds**—Working capital and the possible purchase of a mill. **Address**—Box 199, Orangeburg, S. C. **Underwriter**—Stone & Co. c/o E. Lowitz & Co., 29 Broadway, N. Y.

Paragon Pre-Cut Homes, Inc.

Aug. 25, 1961 filed \$1,000,000 of 15-year sinking fund debentures due 1976 (with warrants attached) and 100,000 common to be offered in 10,000 units each consisting of 10 common and \$100 of debentures. **Price**—By amendment. **Business**—The packaging and direct sale of pre-cut home building materials. **Proceeds**—For repayment of loans and working capital. **Office**—499 Jericho Turnpike, Mineola, N. Y. **Underwriter**—L. F. Rothschild & Co., N. Y. C. (mgr.).

Paramount Foam Industries (12/4-8)

Sept. 25, 1961 filed 137,500 common. **Price**—By amendment. **Business**—The manufacture of polyester foams. **Proceeds**—Additional equipment, debt repayment and working capital. **Office**—Mercer and Arnot Sts., Lodi, N. J. **Underwriters**—Fialkov & Co., Inc., and Stanley Heller & Co., N. Y.

Farker Finance Corp.

Oct. 27, 1961 filed 135,000 common. **Price**—\$6. **Business**—Financing of commercial accounts receivable. **Proceeds**—For debt repayment. **Office**—8650 Cameron St., Silver Spring, Md. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. **Offering**—Expected in January.

Patent Merchandising Corp.

Nov. 22, 1961 filed 100,000 common (with attached five-year warrants to purchase an additional 100,000 shares) to be sold in units of one share and one warrant. **Price**—\$3.50 per unit. **Business**—Company plans to market patented products, or products which it considers to be patentable. **Proceeds**—For general corporate purposes. **Office**—521 5th Ave., N. Y. C. **Underwriter**—Hampstead Investing Corp., N. Y.

Pellegrino Aggregate Technico, Inc.

Aug. 10, 1961 filed 130,000 class A common shares. **Price**—\$5. **Business**—The manufacture of building materials. **Proceeds**—For payment of income taxes and loans and for working capital. **Office**—Woodbridge-Carteret Road, Port Reading, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., New York.

Pennon Electronics Corp.

Sept. 28, 1961 ("Reg. A") 135,000 common. **Price**—\$2.20. **Business**—Manufacture of solid state electronic devices. **Proceeds**—For working capital. **Office**—7500 S. Garfield Ave., Bellgardens, Calif. **Underwriter**—Darius Inc., N. Y.

Perpetual Investment Trust

Nov. 9, 1961 filed 500,000 shares of beneficial interest. **Price**—(For the first 10,000 shares) \$10.80 per share.

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(For the balance) Net asset value plus 8% commission. **Business**—A real estate investment trust. **Proceeds**—For investment. **Office**—1613 Eye St., N. W., Washington, D. C. **Underwriter**—Sidney Z. Mensch Securities Co., Washington, D. C.

● **Personal Property Leasing Co. (12/11-15)**
Oct. 13, 1961 filed \$2,000,000 of conv. subord. debentures due 1976. **Price**—By amendment. **Business**—Leasing of equipment to industrial and commercial firms. **Proceeds**—For purchase of equipment and collateral for bank credit. **Office**—6381 Hollywood Blvd., Los Angeles. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis.

● **Philippine Oil Development Co., Inc.**
Sept. 25, 1961 filed 95,270,181 capital shares to be offered for subscription by common stockholders on the basis of one new share for each six held of record Sept. 9. **Price**—One cent. **Business**—Exploration for oil in the Philippines. **Proceeds**—Repayment of debt and the drilling of test wells. **Office**—Manila, Philippines. **Underwriter**—None.

● **Photo-Animation, Inc. (12/4-8)**
July 26, 1961 filed 150,000 common shares. **Price**—\$1.25. **Business**—The manufacture of machines, equipment and devices used in the creation of animated motion pictures. **Proceeds**—For development of new products, repayment of loans and working capital. **Office**—34 S. West St., Mount Vernon, N. Y. **Underwriter**—First Philadelphia Corp., New York.

● **Photon, Inc.**
Aug. 24, 1961 filed \$1,785,000 of 5% convertible subordinated income debentures due 1971 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 43 common held. **Price**—At par. **Business**—The manufacture of a photographic type setting machine. **Proceeds**—For repayment of a loan and working capital. **Office**—58 Charles St., Cambridge, Mass. **Underwriter**—None. **Note**—The record date for this rights offering is expected to be Nov. 30 and the rights expiration date is Dec. 15.

★ **Pir-O-Wood Industries, Inc.**
Nov. 28, 1961 filed 62,000 common. **Price**—\$5. **Business**—Sale of prefabricated wood and plastic specialized components. **Proceeds**—For general corporate purposes. **Office**—1182 Broadway, N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

● **Plastic Industries, Inc.**
Sept. 28, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design and manufacture of women's handbags. **Proceeds**—Debt repayment and working capital. **Office**—6700 N. W. 37th Court, Miami, Fla. **Underwriter**—Ellis Securities, Inc., Great Neck, N. Y.

● **Plasticrete Corp.**
Nov. 15, 1961 filed 160,000 common. **Price**—By amendment. **Business**—Manufactures masonry units for the construction industry. **Proceeds**—For general corporate purposes. **Office**—1883 Dixwell Ave., Hamden, Conn. **Underwriter**—Blair & Co., Inc., N. Y. **Offering**—In Jan.

● **Plastiline, Inc.**
Sept. 27, 1961 filed 100,000 common. **Price**—\$3. **Business**—Manufacture of plastic products. **Proceeds**—For new molds, inventory, repayment of loans and working capital. **Office**—1251 N. E. 48th St., Pompano Beach, Fla. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

● **Plymouth Discount Corp. (12/11-15)**
Aug. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Consumer sales financing. **Proceeds**—For repayment of notes and working capital. **Office**—2211 Church Ave., Brooklyn, N. Y. **Underwriter**—M. Posey Associates, Ltd., 50 Broadway, N. Y.

● **Policy-Matic Affiliates, Inc. (12/18-22)**
Oct. 16, 1961 filed 200,000 capital shares. **Price**—\$3.25. **Business**—Leasing of insurance vending machines. **Proceeds**—General corporate purposes. **Office**—1001 15th St., N. W., Washington, D. C. **Underwriter**—Balogh & Co., Inc., Washington, D. C.

● **Polytronic Research, Inc. (12/11-15)**
June 7, 1961 filed 193,750 common shares, of which 150,000 will be sold for the company and 43,750 for stockholders. **Price**—By amendment. **Business**—Research and development, engineering and production of certain electronic devices for aircraft, missiles, oscilloscopes, electronic vending machines and language teaching machines. **Proceeds**—For expansion, repayment of debt and working capital. **Office**—7326 Westmore Rd., Rockville, Md. **Underwriters**—Jones, Kreeger & Co., and Balogh & Co., Washington, D. C. (managing).

● **Popular Library, Inc. (12/26-29)**
Oct. 17, 1961 filed 127,500 capital shares. **Price**—By amendment. **Business**—Publishing of paperback books and magazines. **Proceeds**—General corporate purposes. **Office**—355 Lexington Ave., N. Y. **Underwriter**—Sutro Bros. & Co., N. Y.

★ **Power Industrial Products Co.**
Nov. 22, 1961 filed 160,000 class A common, of which 133,333 are to be offered by the company and 26,667 by present stockholders. **Price**—By amendment. **Business**—Warehouse distribution of corrosion resistant stainless steel pipe, tubing, valves, etc. **Proceeds**—For repayment of debt, expansion, and working capital. **Office**—352 Harrison St., Passaic, N. J. **Underwriter**—S. D. Fuller & Co., N. Y.

● **Precision Metal Products, Inc.**
Oct. 5, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For debt repayment, inventory, equipment and working capital. **Office**—278 N. W. 27th St., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Imminent.

● **Preco Industries, Inc.**
Aug. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—The sale and financing of custom built swimming pools. **Proceeds**—For repayment of loans and working capital. **Office**—203 Bala Ave., Bala Cynwyd, Pa. **Underwriter**—Dean Samitas & Co., N. Y. **Offering**—Imminent.

● **President Airlines, Inc.**
June 13, 1961 ("Reg. A") 150,000 class A common shares (par one cent). **Price**—\$2. **Business**—Air transportation of passengers and cargo. **Proceeds**—For payment of current liabilities and taxes; payment of balance on CAB certificate and working capital. **Office**—630 Fifth Avenue, Rockefeller Center, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J. **Note**—This offering has been temporarily postponed.

● **Prestige Capital Corp.**
Oct. 19, 1961 filed 200,000 common. **Price**—\$5. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—485 Fifth Ave., N. Y. **Underwriters**—D. Gleich & Co., N. Y., and Laird, Bissell & Meeds, Wilmington, Del.

● **Prevor-Mayrhoen International, Inc.**
July 31, 1961 ("Reg. A") 80,000 common shares (par 10 cents). **Price**—\$3.75. **Business**—Export, import, brokerage and wholesale marketing of fruits, vegetables and poultry. **Proceeds**—For expansion, sales promotion, advances to growers, working capital and general corporate purposes. **Office**—99 Hudson Street, New York. **Underwriter**—J. J. Krieger & Co., Inc., New York.

● **Pride Industries, Inc.**
Aug. 29, 1961 filed 75,000 common. **Price**—\$5. **Business**—The sale of pet foods. **Proceeds**—For inventory, repayment of a loan, machinery, new products, advertising. **Office**—4408 Fairmount Ave., Philadelphia. **Underwriter**—Steven Investment Corp., Bala Cynwyd, Pa. **Offering**—In late December.

★ **Primex Equities Corp.**
Nov. 27, 1961 filed 400,000 shares of 60c cumulative convertible preferred, and 400,000 of class A common, to be offered in units of one share each. **Price**—By amendment. **Business**—A real estate investment firm. **Proceeds**—For property acquisitions and working capital. **Office**—66 Hawley St., Binghamton, N. Y. **Underwriter**—None.

● **Product Research of Rhode Island, Inc. (12/4-8)**
July 28, 1961 filed 330,000 common shares. **Price**—\$2.05. **Business**—The manufacture of vinyl plastic products used in the automotive, marine and household fields. **Proceeds**—For repayment of debt, new equipment and working capital. **Office**—184 Woonasquatucket Avenue, North Providence, R. I. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

● **Programming and Systems, Inc.**
Oct. 11, 1961 filed 40,000 common. **Price**—\$3.50. **Business**—Instructs classes in computer programming and the operation of electronic data processing machines. **Proceeds**—For expansion. **Office**—45 W. 35th St., N. Y. **Underwriter**—D. M. Stuart & Co., Inc., N. Y.

● **Programs For Television, Inc.**
Aug. 29, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The distribution of films for motion pictures and television. **Proceeds**—For repayment of debt and working capital. **Office**—1150 Avenue of the Americas, N. Y. **Underwriter**—To be named.

● **Progressitron Corp.**
June 9, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacturers of electronic, electro-mechanical and mechanical devices. **Proceeds**—For general corporate purposes. **Office**—14-25 128th St., College Point, N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Imminent.

● **Prufcoat Laboratories, Inc.**
Sept. 25, 1961 filed 60,000 common, of which 13,000 shares are to be offered by the company and 47,000 by a stockholder. **Price**—By amendment. **Business**—Development and production of plastic-base protective coatings, paints and primers. **Proceeds**—Purchase of equipment and other corporate purposes. **Office**—63 Main St., Cambridge, Mass. **Underwriter**—Chace, Whiteside & Winslow, Inc., Boston.

★ **Publishers Co., Inc.**
Nov. 28, 1961 filed 541,000 common. **Price**—By amendment. **Business**—Book publishing. **Proceeds**—For expansion and other corporate purposes. **Office**—1106 Connecticut Ave., N. W., Washington, D. C. **Underwriters**—Amos Treat & Co., Inc., N. Y. and Roth & Co., Inc., Philadelphia.

● **Publishers Vending Services, Inc.**
July 3, 1961 filed \$600,000 of 5½% convertible subordinated debentures due 1971; 120,000 common shares which underlie 2-year first warrants exercisable at \$7.50 per share, and 120,000 common shares which underlie 5-year second warrants, exercisable at \$10 per share. The securities are to be offered for public sale in units of one \$100 debenture, 20 first warrants and 20 second warrants. **Price**—\$100 per unit. **Business**—The design, manufacture, sale and leasing of coin-operated vending machines for magazines, newspapers and paperback books. **Proceeds**—For the repayment of debt, advertising, sales promotion, and the manufacture of new machines. **Office**—1201 South Clover Drive, Minneapolis. **Underwriter**—D. H. Blair & Co., New York.

● **Puerto Rico Capital Corp.**
Sept. 13, 1961 filed 750,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Address**—San Juan, Puerto Rico. **Underwriter**—Hill, Darlington & Grimm, N. Y.

★ **Puerto Rico Land and Development Corp.**
Nov. 24, 1961 filed \$4,000,000 of 5% conv. subord. debentures due 1971 and 200,000 class A shares to be offered in 25,000 units, each consisting of \$160 of debentures and eight shares. **Price**—\$200 per unit. **Business**—Real estate and construction. **Proceeds**—For general corporate purposes. **Office**—San Juan, Puerto Rico. **Underwriters**—Lieberbaum & Co., and Morris Cohon & Co., New York.

● **Pulp Processes Corp. (12/13-15)**
Sept. 20, 1961 filed 140,000 common. **Price**—\$5. **Business**—Development of pulping and bleaching devices. **Proceeds**—General corporate purposes. **Office**—Hoge Bldg., Seattle, Wash. **Underwriter**—Wilson, Johnson & Higgins, San Francisco.

★ **Pyramid Publications, Inc.**
Nov. 24, 1961 filed 115,000 common. **Price**—By amendment. **Business**—Publication and sale of pocket-size paperback books and a man's magazine. **Proceeds**—For expansion, debt repayment, and working capital. **Office**—444 Madison Ave., N. Y. **Underwriter**—Milton D. Blauner & Co., Inc., N. Y.

● **Pyrometer Co. of America, Inc. (12/4-8)**
Sept. 26, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Design and manufacture of thermocouple temperature transducers and electronic indicating and controlling instruments. **Proceeds**—To finance the purchase of Hamilton Manufacturing Co., Inc. **Office**—600 E. Lincoln Highway, Pennel, Pa. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

● **Quartite Creative Corp. (12/11-15)**
Sept. 27, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of home furnishing products. **Proceeds**—For research, new products and working capital. **Office**—34-24 Collins Place, Flushing, N. Y. **Underwriter**—Shell Associates, Inc. and Godfrey, Hamilton, Taylor & Co., N. Y.

● **Quick-Chek Electronics & Photo Corp. (12/11-15)**
Sept. 28, 1961 filed 110,000 common, of which 70,000 shares are to be offered by the company and 40,000 by stockholders. **Price**—\$10. **Business**—Manufacture of self-service tube testers and the sale of television, radio and high fidelity receiving tubes. **Proceeds**—For debt repayment and working capital. **Office**—5212 Pulaski Ave., Philadelphia. **Underwriter**—J. R. Williston & Beane, N. Y.

● **RF Interonics, Inc.**
Oct. 30, 1961 filed 40,000 common. **Price**—\$5. **Business**—Manufacture of radio frequency interference filters and capacitors. **Proceeds**—For equipment, working capital and other corporate purposes. **Office**—15 Neil Court, Oceanside, N. Y. **Underwriter**—Arnold Malkan & Co., N. Y. **Offering**—Expected sometime in January.

● **Racing, Inc.**
Oct. 16, 1961 filed 1,250,000 common. **Price**—Up to \$4. **Business**—Company plans to build and operate an automobile racing center. **Proceeds**—General corporate purposes. **Office**—21 N. 7th St., Stroudsburg, Pa. **Underwriter**—None.

● **Radar Design Corp.**
Sept. 22, 1961 ("Reg. A") 25,000 common. **Price**—At-the-market. **Business**—Manufacture of electronic products. **Proceeds**—For acquisition of a laboratory, equipment and working capital. **Office**—104 Pickard Dr., Syracuse, N. Y. **Underwriters**—Bertner Bros., N. Y.; Earl Edden Co., Rockville Centre, N. Y. and Max Philipson & Co., Inc., Utica, N. Y.

● **Rainbow Photo Laboratories, Inc.**
Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Processing of film and distributing of photographic equipment. **Proceeds**—For moving expenses, expansion, advertising and promotion, repayment of debt and working capital. **Office**—29-14 Northern Blvd., Long Island City, N. Y. **Underwriter**—Rodetsky, Walker & Co., Inc., N. Y.

● **Rantec Corp. (12/4-8)**
Oct. 16, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Design, development and manufacture of microwave components. **Proceeds**—General corporate purposes. **Office**—23999 Ventura Blvd., Calabasas, Calif. **Underwriter**—Blyth & Co., Inc., N. Y.

● **Rapid-American Corp.**
Nov. 1, 1961 filed \$8,367,000 of conv. subord. debentures due 1976, to be offered for subscription by common stockholders and 5¼% conv. debenture holders at the rate of \$100 of new debts for each 25 common held and \$100 of new debts for each 25 common into which the outstanding 5¼% conv. debts are convertible. **Price**—At par. **Business**—Manufacture of metal signs, plastic toys, novelties, etc. **Proceeds**—To increase ownership in McCrory Corp. and general corporate purposes. **Office**—711 Fifth Ave., N. Y. **Underwriter**—None.

● **Rapid Film Technique, Inc.**
Sept. 19, 1961 filed 70,000 common. **Price**—\$4. **Business**—The rejuvenating and repairing of motion picture film. **Proceeds**—For debt repayment and general corporate purposes. **Office**—37-02 27th St., Long Island City, N. Y. **Underwriter**—Herbert Young & Co., Inc., N. Y.

● **Raritan Plastics Corp.**
Sept. 28, 1961 filed 100,000 class A common. **Price**—\$5. **Business**—Extrusion of plastic sheets. **Proceeds**—Equipment, debt repayment and working capital. **Office**—1 Raritan Rd., Oakland, N. J. **Underwriter**—Gianis & Co., Inc., N. Y. **Offering**—Expected in late January.

● **Raymond Engineering Laboratory, Inc. (12/11-15)**
Aug. 15, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of timing devices, accelerometers and related equipment for missiles, satellites and space

vehicles. **Proceeds**—For repayment of loans, equipment, and working capital. **Office**—Smith Street, Middletown, Conn. **Underwriter**—Lee Higginson Corp., New York

Real Estate Fund, Inc.

Sept. 28, 1961 ("Reg. A") 14,634 units each consisting of seven common shares and one 20-year 6% convertible subordinated debenture. **Price**—\$20.50 per unit. **Business**—Development and operation of shopping centers and other properties. **Proceeds**—General corporate purposes. **Address**—Greenville, S. C. **Underwriter**—McCarley & Co., Inc., Asheville, N. C.

Realty Equities Corp. of New York (12/11-15)

Sept. 28, 1961 filed \$1,675,800 of subord. debentures due 1971 (with warrants attached) to be offered for subscription by stockholders in 16,758 units, each consisting of \$100 of debentures and a warrant to purchase 12.5 shares on the basis of one unit for each 20 shares held. **Price**—\$100 per unit. **Business**—General real estate and construction. **Proceeds**—General corporate purposes. **Office**—666 Fifth Ave., N. Y. **Underwriter**—Sutro Bros. & Co., New York.

Recco, Inc. (12/18-22)

Oct. 19, 1961 filed 75,000 class A shares. **Price**—By amendment. **Business**—Operates record, card and stationery departments in discount stores. **Proceeds**—For expansion. **Office**—1211 Walnut St., Kansas City, Mo. **Underwriters**—Midland Securities Co., Inc., Kansas City, Mo.

Recreation Associates, Inc.

Aug. 14, 1961 filed 100,000 class A common. **Price**—\$3. **Business**—The operation of a bowling center. **Proceeds**—For working capital. **Office**—8905 Columbia Pike, Falls Church, Va. **Underwriter**—None.

Red Wing Fiberglass Products, Inc.

July 28, 1961 ("Reg. A") 260,000 common. **Price**—\$1.15. **Proceeds**—Debt repayment, building improvements, equipment, research and development, and working capital. **Office**—Industrial Park, Red Wing, Minn. **Underwriter**—York & Mavroulis, Minneapolis. **Note**—This letter was temporarily postponed.

Reher Simmons Research, Inc.

May 8, 1961 filed 150,000 shares of capital stock. **Price**—\$6 per share. **Business**—The research and development of processes in the field of surface and biochemistry. **Proceeds**—For plant construction, equipment, research and development, sales promotion and working capital. **Office**—545 Broad St., Bridgeport, Conn. **Underwriter**—McLaughlin, Kaufmann & Co., N. Y. (mgr.). **Offering**—Imminent.

Ripley Industries, Inc., and Jomar Plastics, Inc.

Oct. 27, 1961 filed 100,000 common shares of Ripley and 100,000 of Jomar to be offered in units consisting of one share of each company. **Price**—By amendment. **Business**—Manufacture of wood and plastic heels for women's shoes, metal molds and dies, bowling pins, bowling shoes and related products. **Proceeds**—For general corporate purposes. **Office**—4067 Folsom Ave. St. Louis and Rio Piedras, Puerto Rico. **Underwriters**—Paine, Webber, Jackson & Curtis and American Securities Corp., N. Y. **Offering**—Expected sometime in January.

Roberts & Porter, Inc.

Nov. 20, 1961 filed 80,200 common, of which 16,680 are to be offered by the company and 63,520 by stockholders. **Price**—By amendment. **Business**—Sale of specialized photographic, plate making and press room supplies and equipment to the graphic arts industry. **Proceeds**—For working capital. **Office**—4140 W. Victoria Ave., Chicago, Ill. **Underwriters**—Blunt Ellis & Simmons, Chicago, and Schmidt, Roberts & Parke, Philadelphia.

Rochester Capital Leasing Corp.

Oct. 30, 1961 filed \$625,000 of 6% convertible subordinated debentures due 1972 and 100,000 class A to be offered in 12,500 units each consisting of \$50 of debentures and eight shares. **Price**—\$90 per unit. **Business**—Manufacture and sale of furniture, equipment, and supplies to schools, hotels, hospitals and industrial companies. **Proceeds**—For working capital. **Office**—8 Jay St., Rochester, N. Y. **Underwriter**—Saunders, Stiver & Co., Cleveland.

Rocket Power, Inc. (12/11-15)

Sept. 20, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Development and manufacture of solid propellants, rocket motors, rocket catapults and related products. **Proceeds**—To repay debt. **Office**—Falcon Field, Mesa, Ariz. **Underwriters**—Paine, Webber, Jackson & Curtis and Prescott & Co., N. Y.

Rodale Electronics, Inc.

Sept. 29, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of electronic equipment. **Proceeds**—Debt repayment, new products, equipment, sales promotion and advertising. **Office**—562 Grand Blvd., Westbury, N.Y. **Underwriter**—Charles Plohn & Co., N.Y. **Offering**—Expected sometime in January.

Rogers (John) Co.

Oct. 24, 1961 filed \$600,000 of 6% conv. subord. debentures due 1976 and 120,000 common shares to be offered in units consisting of one debenture and two shares. **Price**—\$25 per unit. **Business**—Sale of rebuilt automobile engines and reground crankshafts to automobile parts jobbers. **Proceeds**—For working capital and general corporate purposes. **Office**—1060 Huff Rd., N. W., Atlanta, Ga. **Underwriters**—Robinson-Humphrey Co., Inc., and Courts & Co., Atlanta.

Roto Cylinders, Inc.

Nov. 16, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Custom gravure engraving. **Proceeds**—For debt repayment and working capital. **Address**—Palmyra, N. J. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

Rubber & Fibre Chemical Corp. (12/20)

Sept. 25, 1961 filed 120,000 common. **Price**—\$5. **Business**—Exploitation of a new process for reclaiming unvulcanized rubber. **Proceeds**—Purchase of equipment and existing plant building, repayment of debt, and working capital. **Office**—300 Butler St., Brooklyn, N. Y. **Underwriter**—Armstrong & Co., Inc., N. Y.

Russell Stover Candies, Inc.

Nov. 1, 1961 filed 130,000 common. **Price**—By amendment. **Business**—Manufacture of candies. **Proceeds**—For selling stockholders. **Office**—1206 Main St., Kansas City, Mo. **Underwriters**—Harriman Ripley & Co., Inc., N. Y. and Stern Bros. & Co., Kansas City, Mo.

S. O. S. Photo-Cine-Optics, Inc. (12/18-22)

June 29, 1961 filed \$50,000 of 6% subordinated debentures due 1969 and 50,000 common shares to be offered in units consisting of \$10 of debentures and 10 common shares. **Price**—\$40 per unit. **Business**—The manufacturing, renting and distributing of motion picture and television production equipment. **Proceeds**—For new equipment, advertising, research and development, working capital and other corporate purposes. **Office**—602 W. 52nd St., New York. **Underwriter**—William, David & Motti, Inc., N. Y.

Sabre, Inc.

Sept. 25, 1961 ("Reg. A") 50,000 common. **Price**—\$2. **Business**—Manufacture of pre-painted aluminum siding and accessories. **Proceeds**—For inventory, dies, inventory equipment and working capital. **Office**—4990 E. Asbury, Denver. **Underwriter**—Schmidt, Sharp, McCabe & Co., Inc., Denver.

Saegertown Glasseals, Inc.

Sept. 27, 1961 filed 210,500 common, of which 100,000 are to be offered by the company and 110,500 by stockholders. **Price**—By amendment. **Business**—Manufacture of electronic parts, including diodes and rectifiers. **Proceeds**—For general corporate purposes. **Office**—South Main St., Saegertown, Pa. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. **Note**—This company plans to merge with Glass-Tite Industries, Inc., subject to approval of stockholders.

Sav-Mor Oil Corp.

July 5, 1961 ("Reg. A") 92,000 common shares (par one cent). **Price**—\$2.50. **Business**—Wholesale distribution of gasoline and oil to service stations. **Proceeds**—For expansion. **Office**—151 Birchwood Park Dr., Jericho, L. I., N. Y. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Expected sometime in January.

Save-Tax Club, Inc. (12/18-22)

July 6, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—A plan to stimulate retail merchandising in New York City. Retail establishments who join the plan will give 3% discounts to members of the Save-Tax Club. **Proceeds**—For salaries to salesmen, advertising, public relations, additional employees, and working capital. **Office**—135 W. 52nd St., N. Y. **Underwriter**—B. G. Harris & Co., Inc., N. Y.

Savin Business Machines Corp. (12/11-15)

Sept. 28, 1961 filed 150,000 common. **Price**—\$10. **Business**—Distribution of products for use in photocopy machines. **Proceeds**—For initial production of xerographic machines, additional equipment, expansion and working capital. **Office**—161 Ave. of the Americas, N. Y. **Underwriter**—Ira Haupt & Co., N. Y.

Schultz Sav-O-Stores, Inc.

Nov. 13, 1961 filed 160,000 common, of which 75,000 are to be offered by the company and 85,000 by stockholders. **Price**—By amendment. **Business**—Wholesale food distribution and operation of supermarkets. **Proceeds**—For expansion. **Office**—2215 Union Ave., Sheboygan, Wis. **Underwriter**—Blunt Ellis & Simmons, Chicago.

Science Research Associates, Inc. (12/4-8)

Sept. 22, 1961 filed 150,040 common, of which 100,000 shares are to be offered by the company and 50,040 shares by stockholders. **Price**—By amendment. **Business**—Publication of standardized intelligence, aptitude, and achievement tests, and instructional materials for schools. **Proceeds**—For repayment of debt, redemption of 6% preferred stock and working capital. **Office**—259 E. Erie St., Chicago. **Underwriters**—White, Weld & Co., N. Y. and William Blair & Co., Chicago.

Seashore Food Products, Inc.

Aug. 29, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—The manufacturing and processing of assorted food products. **Office**—13480 Cairo Lane, Opa Locka, Fla. **Underwriters**—Terrio & Co., and Shaw & Co., Washington, D. C.

Sea-Wide Electronics, Inc.

Sept. 26, 1961 filed 200,000 common. **Price**—\$4. **Business**—Importing of goods from Japan. **Proceeds**—For debt repayment. **Office**—Stokely St., and Roberts Ave., Philadelphia, Pa. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—Expected in late December.

Security Acceptance Corp.

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7½% 10-year debenture bonds, to be offered in units consisting of \$100 of debentures and 25 shares of stock. **Price**—\$200 per unit. **Business**—The purchase of conditional sales contracts on home appliances. **Proceeds**—For working capital and expansion. **Office**—724 9th St., N. W., Washington, D. C. **Underwriter**—None.

Seg Electronics Co., Inc.

Sept. 28, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Design and manufacture of networks for data and program transmission, filters, transceivers and related electronic equipment. **Proceeds**—For equipment, research and development, repayment of loans and working capital. **Office**—12 Hinsdale St., Brooklyn. **Underwriter**—Searight, Ahalt & O'Connor, Inc., N. Y.

Self-Service Shoes, Inc.

Sept. 19, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Business**—Retailing of shoes on a self-service basis. **Office**—504 N. Grand, Pueblo, Colo. **Underwriter**—Amos C. Sudler & Co., Denver, Colo.

Sel-Rex Corp. (12/4-8)

Sept. 27, 1961 filed 200,000 common, of which 33,000 will be sold by the company and 167,000 by a stockholder. **Price**—By amendment. **Business**—Production of gold compounds and chemicals for electroplating. **Office**—Nutley, N. J. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

Sell 'N Serv Dispensers, Inc.

Oct. 17, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of dispensers for hot and cold beverages. **Proceeds**—For debt repayment and general corporate purposes. **Office**—20 Simmons St., Boston. **Underwriter**—Goldsmith, Heiken & Co., Inc., Brooklyn, N. Y.

Semicon, Inc. (12/11-15)

June 30, 1961 filed 125,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of semiconductor devices for military, industrial and commercial use. **Proceeds**—For equipment, plant expansion and new products. **Address**—Sweetwater Avenue, Bedford, Mass. **Underwriter**—S. D. Fuller & Co., New York (managing).

Servonuclear Corp.

Sept. 12, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of medical electronic products. **Proceeds**—For plant relocation, equipment, inventory, new products, debt repayment and working capital. **Office**—28-21 Astoria Blvd., Astoria, L. I., N. Y. **Underwriter**—Rothenberg, Heller & Co., Inc., N. Y.

Servotron Corp.

Sept. 25, 1961 filed 100,000 common. **Price**—\$5. **Business**—Sale of automatic film processing machines and other electronic products. **Proceeds**—Purchase of equipment and inventory, sales promotion, research and development, and working capital. **Office**—29503 West Nine Mile Rd., Farmington, Mich. **Underwriter**—None.

Shae Shoe Corp. (12/4-8)

Sept. 18, 1961 filed 225,000 common. **Price**—By amendment. **Business**—The manufacture and sale of women's shoes. **Proceeds**—For the selling stockholders. **Office**—Canal and Dow St., Manchester, N. H. **Underwriter**—Dean Witter & Co., San Francisco.

Shasta Minerals & Chemical Co.

April 24, 1961 filed 500,000 shares of common stock. **Price**—\$2.50 per share. **Business**—Acquisition, development, and exploration of mining properties. **Proceeds**—For general corporate purposes. **Office**—1406 Walker Bank Bldg., Salt Lake City, Utah. **Underwriter**—None. **Note**—The SEC has ordered "stop order" proceedings challenging the accuracy and adequacy of this registration statement.

Shatterproof Glass Corp. (12/18-22)

Oct. 27, 1961 filed 215,000 common. **Price**—By amendment. **Business**—Manufactures and distributes laminated safety glass. **Proceeds**—For selling stockholders. **Office**—4815 Cabot Ave., Detroit. **Underwriter**—Shields & Co., N. Y.

Shenk Industries, Inc.

Nov. 28, 1961 filed 150,000 common, of which 135,000 shares are to be offered by the company and 15,000 by a stockholder. **Price**—\$6. **Business**—Manufacturer of rebuilt automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—2101 S. High St., Columbus, Ohio. **Underwriters**—Rodetsky, Walker & Co., Inc., N. Y. and Boenning & Co., Philadelphia.

Sheraton Corp. of America

Oct. 30, 1961 filed \$8,000,000 of 7½% capital income sinking fund debentures due 1989. **Price**—By amendment. **Business**—Operates hotels and other real estate properties. **Proceeds**—For general corporate purposes. **Office**—470 Atlantic Ave., Boston. **Underwriters**—Paine, Webber, Jackson & Curtis, Boston and S. D. Lunt & Co., Buffalo, N. Y. **Offering**—Expected some time in Jan.

Siconor Mines Ltd.

Sept. 18, 1961 filed 250,000 common. **Price**—By amendment. **Business**—The exploratory search for silver in northern Ontario. **Proceeds**—For general corporate purposes. **Office**—62 Richmond St., West, Toronto, Canada. **Underwriter**—None.

Sierra Capital Corp. (12/11-15)

Sept. 5, 1961 filed 1,000,000 capital shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—105 Montgomery St., San Francisco. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y.

Silo Discount Centers, Inc.

Nov. 15, 1961 filed 165,000 common. **Price**—By amendment. **Business**—Operation of retail discount stores. **Proceeds**—For general corporate purposes. **Office**—2514 N. Broad St., Philadelphia, Pa. **Underwriters**—Boenning & Co., Philadelphia, and Rodetsky, Walker & Co., Inc., N. Y.

Sokol Brothers Furniture Co., Inc.

Sept. 28, 1961 filed 240,000 common. **Price**—\$2.50. **Business**—The instalment retailing of furniture, appliances and other household goods. **Proceeds**—For expansion and modernization of buildings, repayment of debt and working capital. **Office**—253 Columbia St., Brooklyn, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

Sonic Development Corp. of America

Oct. 27, 1961 filed 56,000 common, of which 30,000 are to be offered by the company and 26,000 by stockholders. **Price**—\$5. **Business**—Design, development and manufacture of devices using sound or fluids as a source of

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energy. **Proceeds**—For general corporate purposes. **Office**—260 Hawthorne Ave., Yonkers, N. Y. **Underwriter**—Meadowbrook Securities Inc., Hempstead, N. Y.

Sonic Systems, Inc.

Oct. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$2. **Business**—Manufacture of ultrasonic cleaning equipment, systems and transducers. **Proceeds**—For expansion and working capital. **Office**—1250 Shames Dr., Westbury, N. Y. **Underwriter**—Keene & Co., Inc., N. Y.

Southbridge Plastic Products Inc. (12/18-22)

Sept. 28, 1961 filed 205,710 class A shares. **Price**—By amendment. **Business**—Manufacture of vinyl sheetings. **Proceeds**—For equipment and working capital. **Office**—241 Church St., N. Y. **Underwriters**—H. Hentz & Co. and Allen & Co., N. Y.

★ Southern California Plastic Co.

Nov. 16, 1961 ("Reg. A") 85,714 common. **Price**—\$3.50. **Business**—Manufacturer of plastic products. **Proceeds**—For debt repayment, equipment and working capital. **Office**—1805 Flower St., Glendale, Calif. **Underwriter**—Sutro & Co., San Francisco.

Southern Frontier Finance Co.

Sept. 22, 1961 filed \$1,000,000 of sinking fund subordinated debentures due 1976 with warrants to purchase 200,000 shares of common stock, to be offered in units consisting of \$100 of debentures with a warrant to purchase 20 common shares. **Price**—By amendment. **Business**—Repurchase of mortgage notes, contracts, leases, etc. **Proceeds**—Repayment of debt, investments and other corporate purposes. **Office**—615 Hillsboro St., Raleigh, N. C. **Underwriter**—J. C. Wheat & Co., Richmond, Va.

Southern Growth Industries, Inc. (12/4-8)

June 28, 1961 filed 100,000 common shares. **Price**—\$6. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—Poinsett Hotel Building, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

Southern Realty & Utilities Corp. (12/11-15)

May 26, 1961 filed \$4,140,000 of 6% convertible debentures due 1976, with warrants to purchase 41,000 common shares, to be offered for public sale in units of \$500 of debentures and warrants for five common shares. **Price**—At 100% of principal amount. **Business**—The development of unimproved land in Florida. **Proceeds**—For the repayment of debt, the development of property, working capital and other corporate purposes. **Office**—1674 Meridian Avenue, Miami Beach, Fla. **Underwriters**—Hirsch & Co., and Lee Higginson Corp., both of New York City (managing).

Southern Syndicate, Inc.

Sept. 13, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For repayment of loans and working capital. **Office**—2501 Bank of Georgia Bldg., Atlanta. **Underwriter**—Johnson, Lane, Space Corp., Savannah.

Southwest Factories, Inc.

Oct. 10, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Proceeds**—For debt repayment, equipment, research and development and general corporate purposes. **Office**—1432 W. Main St., Oklahoma City, Okla. **Underwriter**—Best & Garey Co., Inc., Washington, D. C. **Offering**—Expected sometime in January.

★ Southwestern Research & Development Co. (12/5)

Aug. 28, 1961 filed 600,300 common. **Price**—\$10. **Business**—A business investment company. **Proceeds**—for investments. **Office**—1101 N. First St., Phoenix. **Underwriter**—Wilson, Johnson & Higgins, San Francisco (mgr).

Space Age Materials Corp. (SAMCO)

(12/18-22)

Sept. 19, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The manufacture of high temperature materials for the space, nuclear and missile fields, and components used in the communications field. **Proceeds**—For equipment, research and development, and working capital. **Office**—31-26 Greenpoint Avenue, Long Island City, N. Y. **Underwriter**—Manufacturers Securities Corp., 511 5th Ave., N. Y.

Spandex Corp.

Oct. 25, 1961 ("Reg. A") 90,000 common. **Price**—\$3. **Business**—Manufacture of a synthetic elastic yarn and other synthetic fibres. **Proceeds**—For general corporate purposes. **Office**—186 Grand St., N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—In January.

Spears (L. B.), Inc.

Oct. 30, 1961 filed 65,000 common. **Price**—\$5. **Business**—Operation of retail furniture stores. **Proceeds**—For working capital. **Office**—2212 Third Ave., N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. **Offering**—In January.

Standard Industries, Inc.

Oct. 13, 1961 filed 210,000 common, of which 183,000 are to be offered by the company and 27,000 by a stockholder. **Price**—By amendment. **Business**—Production of crushed limestone, gravel, and ready-mix concrete and construction of highways, etc. **Proceeds**—General corporate purposes. **Office**—731 Mayo Bldg., Tulsa, Okla. **Underwriter**—Allen & Co., N. Y. **Offering**—In Jan.

Standard & Poor's Corp.

Nov. 13, 1961 filed 261,896 common. **Price**—By amendment. **Business**—Publishers of financial information. **Proceeds**—For selling stockholders. **Office**—345 Hudson St., N. Y. **Underwriter**—Smith, Barney & Co., N. Y. **Offering**—Expected in late January.

Stanley Industries Corp.

Oct. 26, 1961 filed 80,000 common. **Price**—\$4. **Business**—Design, manufacture and sale of heavy-duty stainless steel equipment. **Proceeds**—For debt repayment and

general corporate purposes. **Office**—454 Livonia Ave., Brooklyn, N. Y. **Underwriter**—Edwards & Hanly, Hempstead, N. Y.

Star Home and Shelter Corp.

June 28, 1961 filed 133,000 common and 133,000 warrants to be offered in units, each unit consisting of one common share and one warrant. **Price**—\$3 per unit. **Business**—The construction and sale of shell homes. **Proceeds**—For repayment of loans, advances to a subsidiary, establishment of branch sales offices and working capital. **Office**—336 S. Salisbury Street, Raleigh, N. C. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. (mgr.). **Note**—This firm formerly was known as Star Homes, Inc. **Offering**—In late January.

Starmatic Industries, Inc.

Nov. 3, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of boxes, brochures, packaging materials and packaging machines. **Proceeds**—For debt repayment and general corporate purposes. **Office**—252 W. 30th St., N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

Steel Plant Equipment Corp.

Oct. 2, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For equipment and working capital. **Address**—Norristown, Pa. **Underwriter**—Joseph W. Hurley & Co., Norristown, Pa.

Sterile Medical Products, Inc.

Aug. 29, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—The manufacture and sharpening of scalpels. **Proceeds**—For expansion and the manufacture of scalpels. **Office**—434 Bucklewey Ave., Jamesburg, N. J. **Underwriter**—Louis R. Dreyling & Co., Inc., New Brunswick, N. J. **Offering**—Expected sometime in January.

Sterling Extruder Corp. (12/18-22)

Sept. 12, 1961 filed 90,000 common, of which 20,000 are to be offered by the company and 70,000 by the stockholders. **Price**—\$10. **Business**—The manufacture of plastic extrusion machinery and auxiliary equipment. **Proceeds**—For working capital. **Office**—1537 W. Elizabeth Ave., Linden, N. J. **Underwriter**—Marron, Sloss & Co., N. Y.

Struthers Scientific & International Corp.

(12/18-22)

Oct. 23, 1961 filed 150,000 class A common. **Price**—By amendment. **Business**—Company was recently formed by Struthers Wells Corp., to take over latter's recent developments in saline water conversion and certain manufacturing, international engineering and sales activities. **Proceeds**—For general corporate purpose. **Office**—111 W. 50th St., N. Y. **Underwriter**—Hirsch & Co. Inc., N. Y.

Sun City Dairy Products, Inc.

Oct. 27, 1961 filed 120,000 common. **Price**—\$5. **Business**—Distribution of eggs and dairy products in Florida and other southeastern states. **Proceeds**—General corporate purposes. **Office**—3601 N. W. 50th St., Miami, Fla. **Underwriter**—Seymour Blauner Co., N. Y.

Super Valu Stores, Inc. (12/5)

Oct. 11, 1961 filed 115,000 common. **Price**—By amendment. **Business**—Distributes food and related products to franchised retail stores. **Proceeds**—Debt repayment, inventories, expansion and other corporate purposes. **Office**—101 Jefferson Ave., Hopkins, Minn. **Underwriters**—White, Weld & Co., Inc., N. Y. and J. M. Dain & Co., Inc., Minneapolis.

★ Susan Crane Packaging, Inc. (12/11-15)

Aug. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The manufacture of gift wrap, packaging materials and greeting cards. **Proceeds**—For repayment of loans, expansion, working capital and general corporate purposes. **Office**—8107 Chancellor Row, Dallas. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C.

★ Swift Homes, Inc. (12/4-8)

Sept. 15, 1961 filed 240,000 common, of which 80,000 will be sold by the company and 160,000 by stockholders. **Price**—By amendment. **Business**—The manufacture, sale and financing of factory-built homes. **Proceeds**—To expand credit sales and open new sales offices. **Address**—1 Chicago Ave., Elizabeth, Pa. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

(James) Talcott, Inc.

Nov. 17, 1961 filed 57,396 common. **Price**—By amendment. **Business**—Commercial financing and accounts receivable factoring. **Proceeds**—For selling stockholders. **Office**—225 Park Ave., South, N. Y. **Underwriters**—F. Eberstadt & Co., and White, Weld & Co., N. Y.

Tavart Co.

Oct. 19, 1961 ("Reg. A") 40,000 capital shares. **Price**—\$5. **Business**—Manufacture of steel hardware sets and accessories for garage doors. **Proceeds**—For debt repayment and general corporate purposes. **Office**—14134 S. Orizaba Ave., Paramount, Calif. **Underwriter**—Raymond Moore & Co., Los Angeles.

Tech Serv, Inc.

Sept. 29, 1961 ("Reg. A") 75,000 common. **Price**—\$3. **Proceeds**—For debt repayment, advertising, equipment and working capital. **Office**—4911 College Ave., College Park, Md. **Underwriter**—Switzer & Co., Silver Spring, Md.

Tel-A-Sign, Inc.

Oct. 30, 1961 filed \$900,000 of convertible subordinated debentures due 1974 and 180,000 common to be offered in units consisting of \$100 of debentures and 20 common. **Price**—By amendment. **Business**—Manufactures illuminated and non-illuminated signs and other advertising material. **Proceeds**—For debt repayment and working capital. **Office**—3401 W. 47th St., Chicago. **Underwriter**—Clayton Securities Corp., Boston.

Tele-Communications Corp. (12/18-22)

Sept. 29, 1961 ("Reg. A") 100,000 class A common. **Price**—\$3. **Proceeds**—For debt repayment, advertising, research and development, plant improvement and work-

ing capital. **Office**—41 E. 42nd St., N. Y. **Underwriter**—Edward Lewis Co., Inc., N. Y.

Telecredit, Inc.

July 24, 1961 filed 155,000 common shares. **Price**—\$1. **Business**—The development of high-speed electronic data processing systems. **Proceeds**—For organizational expenses, establishment of service centers and reserves. **Office**—100 W. 10th Street, Wilmington, Del. **Underwriter**—Globus, Inc., N. Y. (mgr.). **Offering**—Imminent.

Tennessee Gas Transmission Co. (12/12)

Nov. 8, 1961 filed \$50,000,000 of debentures due 1981. **Price**—By amendment. **Proceeds**—For debt repayment, expansion and other corporate purposes. **Office**—Tennessee Bldg., Houston, Tex. **Underwriters**—Stone & Webster Securities Corp., White, Weld & Co., and Halsey, Stuart & Co. Inc., N. Y.

Texas Electro-Dynamic Capital, Inc.

Oct. 16, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—1947 W. Gray Ave., Houston. **Underwriter**—Moroney, Beltsner & Co., Inc., Houston.

★ Texas Tennessee Industries, Inc.

Oct. 26, 1961 filed 175,000 common, of which 150,000 shares are to be offered by the company and 25,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of water coolers, water cans and portable hot beverage dispensers. **Proceeds**—For debt repayment and general corporate purposes. **Office**—6502 Rusk Ave., Houston. **Underwriter**—S. D. Fuller & Co., N. Y. **Offering**—Expected sometime in late January.

★ Thermionex Industries Corp. (12/4-8)

July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). **Price**—\$2. **Business**—The manufacture of a flexible heating tape. **Proceeds**—For construction of a machine, research and development, sales engineering and working capital. **Office**—500 Edgewood Avenue, Trenton, N. J. **Underwriter**—D. L. Capas Co., New York.

Tidewater Lumber Co.

Oct. 23, 1961 filed 200,000 common. **Price**—\$5. **Business**—Wholesale lumber company. **Proceeds**—For debt repayment and working capital. **Office**—1600 Hillside Ave., New Hyde Park, N. Y. **Underwriter**—Rubin, Rensert & Co., Inc., N. Y.

Tip Top Products Co. (12/12)

Oct. 23, 1961 filed 121,778 class A and 130,222 class B common. **Price**—By amendment. **Business**—Design and manufacture of hair care items. **Proceeds**—For the selling stockholder. **Office**—16th and Cumming Sts., Omaha. **Underwriters**—White, Weld & Co., Inc., N. Y., and First Nebraska Securities Corp., Lincoln.

Topsy's International, Inc.

Oct. 16, 1961 ("Reg. A") 60,000 class A common. **Price**—\$5. **Business**—Operates catering companies. **Proceeds**—For working capital. **Office**—208 Nichols Rd., Kansas City, Mo. **Underwriters**—George K. Baum & Co., and Midland Securities Co., Inc., Kansas City, Mo.

★ Tower Communications Co. (12/11-15)

Aug. 24, 1961 filed 125,000 common. **Price**—By amendment. **Business**—The design, manufacture and erection of communications towers. **Proceeds**—For repayment of debt and working capital. **Office**—2700 Hawkeye Dr., Sioux City, Iowa. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C. (mgr.).

★ Trans-Pacific Research & Capital, Inc.

Nov. 27, 1961 filed 47,000 common. **Price**—By amendment. **Business**—Manufacture of high pressure valves and accessories. **Proceeds**—For expansion, working capital, and possible acquisitions. **Office**—Pacific National Bank Bldg., Bellevue, Wash. **Underwriter**—Hill, Darlington & Grimm, N. Y.

Tri-Point Industries, Inc.

Sept. 28, 1961 filed 160,000 common, of which 80,000 are to be offered by the company and 80,000 shares by stockholders. **Price**—By amendment. **Business**—Manufacture of precision, plastic components. **Proceeds**—For repayment of loans, advertising, equipment and working capital. **Office**—175 I. U. Willets Rd., Albertson, L. I., N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y.

Tri-State Displays, Inc.

July 24, 1961 ("Reg. A") 260,000 common shares (par five cents). **Price**—\$1.15. **Proceeds**—For working capital. **Office**—1221 Glenwood Ave., Minneapolis. **Underwriter**—To be named. **Offering**—Expected in January.

Trio-Tech, Inc. (12/11-15)

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of Electronic Parts and Equipment. **Proceeds**—For debt repayment, machinery, new products, leasehold improvements and working capital. **Office**—3410 W. Cohasset St., Burbank, Calif. **Underwriter**—Ezra Kureen Co., N. Y.

Tripoli Co., Inc.

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of a wide variety of cosmetics. **Proceeds**—For equipment, inventory and working capital. **Office**—1215 Walnut St., Philadelphia. **Underwriter**—D. L. Greenbaum & Co., Philadelphia.

Triton Electronics, Inc.

Sept. 26, 1961 filed 108,000 common, of which 76,500 will be offered by the company and 31,500 by stockholders. **Price**—\$4.50. **Business**—Manufacture of magnetic recording tape and metallic yarns. **Proceeds**—For research and development, advertising, and working capital. **Office**—62-05 30th Ave., Woodside, N. Y. **Underwriter**—Netherlands Securities Co., Inc., and Seymour Blauner & Co., N. Y.

★ Tropical Gas Co., Inc.

Sept. 8, 1961 filed 135,217 common being offered for subscription by stockholders on the basis of one share for each six common held of record Oct. 13 with rights

to expire Dec. 15. Price—\$20,625. Proceeds—For the repayment of debt, and working capital. Office—2151 Le Jeune Rd., Coral Gables, Fla. Underwriter—Glore, Forgan & Co., N. Y. (mgr.).

Turbodyne Corp.

May 10, 1961 filed 127,500 shares of common stock. Price—\$5 per share. Business—The research, development, manufacturing and marketing of space and rocket engines, and related activities. Proceeds—For research and development, and working capital. Office—1346 Connecticut Ave., N. W., Washington, D. C. Underwriter—Sandkuhl & Co., Inc., Newark, N. J., and N. Y. C. Offering—Expected sometime in January.

Turner Engineering & Automation Corp. (12/11-15)

Sept. 27, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Manufactures electronic devices and components. Office—209 Glenside Ave., Wyncote, Pa. Underwriter—Valley Forge Securities Co., Inc., Phila. Offering—Expected sometime in December.

★ Twentieth Century Capital Corp.

Nov. 24, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Proceeds—For general corporate purposes. Office—134 S. La Salle St., Chicago. Underwriter—Bacon, Whipple & Co., Chicago.

Tyson Metal Products, Inc.

Oct. 26, 1961 filed 70,000 common, of which 21,000 shares are to be offered by the company and 49,000 by stockholders. Price—By amendment. Business—Manufacture of food and beverage service equipment. Proceeds—For working capital. Office—6815 Hamilton Ave., Pittsburgh. Underwriter—Arthurs, Lestrangle & Co., Pittsburgh.

★ Ultra Dynamics Corp.

Nov. 6, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of air and liquid equipment and systems. Proceeds—For general corporate purposes. Office—370 Gerard Ave., Bronx, N. Y. Underwriter—Gianis & Co., Inc., N. Y. Offering—Imminent.

Ultra Plastics Inc.

Sept. 19, 1961 filed 150,000 class A common. Price—\$4. Business—The manufacture of outdoor plastic signs and urethane foam. Proceeds—For equipment, repayment of debt, inventory, additional personnel, advertising and Underwriter—Amos Treat & Co., N. Y. Offering—In late December.

Union Title Co. (12/18-22)

Aug. 28, 1961 filed 150,000 capital shares. Price—\$7.50. Business—The insuring of real estate titles. Proceeds—For working capital and expansion. Office—222 N. Central Ave., Phoenix. Underwriter—None.

★ Union Trust Life Insurance Co. (12/18-22)

Sept. 25, 1961 filed 300,000 common. Price—By amendment. Business—Sale of life, and health and accident insurance. Proceeds—For investment. Office—611 N. Broadway St., Milwaukee. Underwriters—None.

★ Unison Electronics Corp.

Nov. 27, 1961 filed 250,000 common. Price—\$2.50. Business—Manufacture of high-precision instrument components for missile and aircraft guidance systems. Proceeds—For general corporate purposes. Office—Grand Haven, Mich. Underwriter—Strathmore Securities, Inc., Pittsburgh, Pa.

United Aero Products Corp.

Sept. 28, 1961 filed \$600,000 of 6% conv. subord. debentures due 1971. Price—At par. Business—Manufacture of precision machined parts for the aircraft, missile, electronics and nuclear industries. Proceeds—Debt repayment, research and development, expansion and working capital. Office—Columbus Rd., Burlington, N. J. Underwriters—Hess, Grant & Remington, Inc., Philadelphia and Arthurs, Lestrangle & Co., Pittsburgh.

★ United Exposition Service Co. (12/11-15)

Sept. 22, 1961 filed 100,000 common, of which 40,000 will be offered by the company and 60,000 by stockholders. Price—By amendment. Business—Supplying of decorating, drayage, cleaning, and related services for trade shows, conventions, and similar expositions. Proceeds—For working capital, the repayment of debt and purchase of equipment. Office—Suite 705, Merchandise Mart, Chicago, Ill. Underwriter—Drexel & Co., Phila.

United Scientific Laboratories, Inc.

Aug. 18, 1961 filed 360,000 common shares. Price—\$2. Business—The manufacture of high fidelity stereo tuners and amplifiers and amateur radio transceivers. Proceeds—For repayment of debt, increase in sales personnel, tooling and production and working capital. Office—35-15 37th Ave., Long Island City, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J.

United Servomation Corp.

Sept. 22, 1961 filed 355,000 common of which 150,000 shares will be offered by the company and 205,000 shares by stockholders. Price—By amendment. Business—Sale of food, tobacco products and beverages through automatic vending machines. Proceeds—For repayment of debt. Office—410 Park Ave., N. Y. Underwriter—Hemphill, Noyes & Co., N. Y.

★ U. S. Controls, Inc. (12/11-15)

Sept. 28, 1961 filed 120,000 common. Price—\$2.25. Business—The manufacture of automatic control systems. Proceeds—For repayment of debt, a sales and advertising program, research and development, equipment and working capital. Office—410 Fourth Ave., Brooklyn. Underwriter—N. A. Hart & Co., Bayside, N. Y.

United States Crown Corp. (12/11-15)

Aug. 22, 1961 filed 150,000 common. Price—\$8. Business—The manufacture of specialized bottle caps. Proceeds—For equipment, working capital and general corporate

purposes. Office—437 Boulevard, East Paterson, N. J. Underwriter—Adams & Peck, N. Y. (mgr.)

U. S. Electronic Publications, Inc.

Sept. 26, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Publishing of military and industrial handbooks. Proceeds—Debt repayment, expansion and working capital. Office—480 Lexington Ave., N. Y. Underwriter—Douglas Enterprises, 8856 18th Ave., Brooklyn.

★ United States Plastics, Inc.

Sept. 7, 1961 filed 190,000 common, of which 150,000 will be sold by the company and 40,000 by a stockholder. Price—\$3. Business—The sale of plastic items, power tools, adhesives, hardware, etc. Proceeds—To repay debt. Office—750 W. 18th St., Hialeah, Fla. Underwriter—Roman & Johnson, Ft. Lauderdale. Offering—Imminent.

United Variable Annuities Fund, Inc.

April 11, 1961 filed 2,500,000 shares of stock. Price—\$10 per share. Business—A new mutual fund. Proceeds—For investment. Office—20 W. 9th Street, Kansas City, Mo. Underwriter—Waddell & Reed, Inc., Kansas City, Mo. Offering—Expected in early January.

Univend Corp. (12/26-29)

Sept. 29, 1961 ("Reg. A") 115,000 common. Price—\$2.50. Business—Operates coin-vending machines for food and drink. Proceeds—For expansion and working capital. Office—28 O'Brien Place, Brooklyn, N. Y. Underwriter—Ezra Kureen Co., N. Y.

Universal Electronics Laboratories Corp.

Sept. 28, 1961 filed 90,250 common, of which 76,250 will be sold by the company and 14,000 by stockholders. Price—By amendment. Business—Design, development and production of teaching machines. Proceeds—For production expenses, advertising, marketing etc. Office—510 Hudson St., Hackensack, N. J. Underwriters—To be named.

Universal Lighting Products, Inc. (12/26-29)

Sept. 21, 1961 filed 175,000 common. Price—\$1. Business—Manufacturer of lighting fixtures and display and merchandising equipment for use in gasoline service stations. Proceeds—Repayment of debt and working capital. Office—55 Bergenline Ave., Westwood, N. J. Underwriter—Globus, Inc., N. Y. (mgr.).

★ Universal Waterproofing Corp.

Nov. 17, 1961 ("Reg. A") 60,000 common. Price—\$3. Business—Application of water-proofing materials, remedial work to buildings. Proceeds—For working capital. Office—613 E. 12th St. N. Y. Underwriter—Professional & Executive Planning Corp., Long Beach, N. Y.

Uropa International, Inc. (12/18-22)

Sept. 28, 1961 filed 120,000 common. Price—\$2.50. Business—Importing of compact appliances and stereophonic radio and phonograph consoles. Proceeds—For working capital. Office—16 W. 32nd St., N. Y. Underwriter—Dean Samitas & Co., N. Y.

U-Tell Corp.

Sept. 18, 1961 ("Reg. A") 31,097 common. Price—\$5. Business—Operation of a discount department store. Office—3629 N. Teutonia Ave., Milwaukee, Wis. Underwriter—Continental Securities Corp., Milwaukee, Wis.

Val-U Homes Corp. of Delaware (12/4-8)

Aug. 28, 1961 filed 100,000 common. Price—\$5. Business—The manufacture of prefabricated buildings and shell homes. Proceeds—For working capital. Office—765 River St., Paterson, N. J. Underwriter—Stearns & Co., N. Y. C.

★ Valley Forge Products, Inc. (12/11-15)

Sept. 15, 1961 filed 120,000 class A capital shares. Price—By amendment. Business—Manufacture of automotive replacement parts. Proceeds—For repayment of debt and other corporate purposes. Office—370 19th St., Brooklyn, N. Y. Underwriter—Herzfeld & Stern, N. Y.

Valley Gas Production, Inc. (12/4-8)

Sept. 22, 1961 filed 194,000 common. Price—By amendment. Business—Acquisition of natural gas and oil producing properties. Proceeds—Construction, repayment of debt and investment in subsidiaries. Office—583 M & M Bldg., Houston. Underwriter—White, Weld & Co., N. Y.

Valley Metallurgical Processing Co.

Oct. 23, 1961 filed 70,000 common. Price—By amendment. Business—Production of metal powders for the rocket, munitions and pyrotechnics industries. Proceeds—For debt repayment and general corporate purposes. Office—Essex, Conn. Underwriter—McDonnell & Co. Inc., N. Y.

Van-Pak, Inc.

Sept. 15, 1961 filed 140,000 common. Price—\$15. Business—A nation-wide and overseas non-regulated freight forwarder engaged in the forwarding of household goods. Proceeds—To repay debt, purchase metal containers, and increase working capital. Office—542 Insurance Exchange Bldg., Des Moines, Iowa. Underwriter—Hodgdon & Co., Inc., Washington, D. C. Offering—Expected some time in January.

★ Varicraft Industries, Inc. (12/4-8)

Nov. 7, 1961 ("Reg. A") 120,000 common. Price—\$2.25. Business—Custom design and manufacture of furniture. Proceeds—For debt repayment and working capital. Office—45th St. and Crescent Blvd., Pennsauken, N. J. Underwriter—Mayo & Co., Inc., Philadelphia.

Vending International, Inc.

July 27, 1961 ("Reg. A") 70,588 common shares (par 10 cents). Price—\$4.24. Proceeds—For repayment of debt, expansion and a new building. Office—c/o Brownfield, Rosen & Malone, 1026-16th St., N. W., Washington, D. C. Underwriter—H. P. Black & Co., Inc., Wash., D. C. Offering—Expected in late December.

Vendotronics Corp.

Sept. 1, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—The manufacture of automatic popcorn vending machines. Proceeds—For repayment of loans, advertising, inventory, working capital and general corporate

purposes. Office—572 Merrick Rd., Lynbrook, N. Y. Underwriter—B. G. Harris & Co., Inc., N. Y. Offering—Imminent.

Venus Drug Distributors, Inc.

Oct. 2, 1961 filed 168,000 common, of which 120,000 are to be sold by the company and 48,000 by stockholders. Price—\$5. Business—Wholesale distribution of cosmetics. Proceeds—For new product development, advertising and working capital. Office—4206 W. Jefferson Blvd., Los Angeles, Calif. Underwriter—Garat & Polonitz, Inc., Los Angeles.

★ Vic Tanny Enterprises, Inc. (12/6)

May 11, 1961 filed 200,000 shares of class A common to be sold by Mr. Vic Tanny, a stockholder, who will use proceeds to repay debt to company. Price—\$6.25. Business—The operation of a national chain of gymnasiums and health centers for men and women. Office—375 Park Ave., N. Y. Underwriter—Globus, Inc., N. Y.

Virginia Dare Stores Corp. (12/11-15)

Oct. 27, 1961 filed 154,000 common, of which 100,000 shares are to be offered by the company and 54,000 shares by stockholders. Price—By amendment. Business—Operation of stores selling women's, misses and children's apparel. Proceeds—For working capital. Office—111 Eighth Ave., N. Y. Underwriter—Lehman Brothers, N. Y.

★ Vitamin Specialties Co.

Nov. 6, 1961 ("Reg. A") 100,000 capital shares. Price—\$3. Business—Sale of vitamin products and proprietary drugs. Proceeds—For debt repayment and working capital. Office—3610-14 N. 15th St., Philadelphia. Underwriter—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

Voldale, Inc.

Oct. 20, 1961 ("Reg. A") 54,000 common. Price—\$4.25. Business—Acquisition and development of new patents. Proceeds—For debt repayment and working capital. Office—35-10 Astoria Blvd., Long Island City, N. Y. Underwriter—Peters, Writer & Christensen, Inc., Denver.

★ Volume Distributors, Inc.

Nov. 24, 1961 filed 90,000 common. Price—By amendment. Business—Operation of a self-service family shoe store chain and shoe departments in discount department stores. Proceeds—For debt repayment and other corporate purposes. Office—115 W. Crane St., Topeka, Kan. Underwriter—Stern Brothers & Co., Kansas City, Mo.

Voron Electronics Corp. (12/18-22)

July 28, 1961 filed 100,000 class A shares. Price—\$3. Business—The manufacture of electronic test equipment, the sale, installation and servicing of industrial and commercial communications equipment and the furnishing of background music. Proceeds—For tooling, production, engineering, inventory and sales promotion of its products and for working capital. Office—1230 E. Mermaid Lane, Wyndmoor, Pa. Underwriters—John Joshua & Co., Inc., and Reuben Rose & Co., New York.

Walston Aviation, Inc.

Oct. 30, 1961 filed 90,000 common, of which 60,000 are to be offered by the company and 30,000 by a stockholder. Price—\$6.25. Business—Sells Cessna Airplanes and supplies; also repairs and services various type airplanes. Proceeds—For expansion and general corporate purposes. Office—Civic Memorial Airport, E. Alton, Ill. Underwriter—White & Co., Inc., St. Louis.

★ Wards Co., Inc. (12/7)

Sept. 15, 1961 filed 110,000 common. Price—By amendment. Business—The retail sale of radios, TV sets, refrigerators, stoves, air conditioners, etc. Proceeds—For working capital and other corporate purposes. Office—2049 West Broad St., Richmond, Va. Underwriter—Stein Bros. & Boyce, Baltimore.

Waterman Steamship Corp.

Aug. 29, 1961 filed 1,743,000 common. Price—By amendment. Business—The carrying of liner-type cargoes. Proceeds—For the purchase of vessels, and working capital. Office—71 Saint Joseph St., Mobile, Ala. Underwriter—Shields & Co. Inc., N. Y. (mgr.). Offering—Expected in February.

Weiss Bros. Stores, Inc.

Oct. 27, 1961 filed 140,000 class A shares, of which 25,000 are to be offered by the company and 115,000 by stockholders. Price—By amendment. Business—Operates 12 women's apparel stores and sells men's and women's apparel in leased departments of other specialty stores. Proceeds—For debt repayment. Office—1 W. 39th St., N. Y. Underwriter—Francis I. duPont & Co., N. Y. Offering—Expected sometime in January.

Wellco Shoe Corp.

Sept. 28, 1961 filed 125,070 common. Price—By amendment. Business—The licensing of other firms to manufacture footwear and the manufacture of casual footwear. Proceeds—For a selling stockholder. Address—Waynesville, N. C. Underwriter—C. E. Unterberg, Towbin Co., N. Y. Offering—Expected in late December.

Wespak Inc.

Sept. 29, 1961 ("Reg. A") 100,000 common. Price—\$2. Business—Thermo-forming of plastic material for packaging of products. Proceeds—For research and development, equipment, sales, advertising and working capital. Office—475 Alfred Ave., Teaneck, N. J. Underwriter—Scott, Harvey & Co., Inc., Fairlawn, N. J.

West Coast Bowling Corp.

May 26, 1961 filed 100,000 common. Price—\$5. Business—The company plans to acquire and operate bowling centers primarily in California. Proceeds—For general corporate purposes. Office—3300 West Olive Avenue, Burbank, Calif. Underwriter—Hill Richards & Co. Inc., Los Angeles (managing).

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● **West Falls Shopping Center Limited Partnership**
Nov. 14, 1961 filed \$444,000 of limited partnership interests to be offered in 444 units. Price—\$1,000. Business—Development of a shopping center at Falls Church, Va. Proceeds—For general corporate purposes. Office—1411 K St., N. W., Washington, D. C. Underwriter—Hodgdon & Co., Inc., Washington, D. C. Offering—In January.

● **Westates Land Development Corp.**
Sept. 28, 1961 filed \$1,500,000 of 7% convertible subord. debentures due 1976 and 300,000 common shares to be offered in units, each consisting of \$100 of debentures and 20 common shares. Price—\$200 per unit. Business—General real estate. Proceeds—For debt repayment and working capital. Office—9412 Wilshire Blvd., Beverly Hills, Calif. Underwriter—Morris Cohon & Co., N. Y.

● **Western Factors, Inc.**
June 29, 1960 filed 700,000 shares of common stock. Price—\$1.50 per share. Proceeds—To be used principally for the purchase of additional accounts receivable and also may be used to liquidate current and long-term liabilities. Office—1201 Continental Bank Bldg., Salt Lake City, Utah. Underwriter—Elmer K. Aagaard, 6 Salt Lake Stock Exchange Bldg., Salt Lake City.

● **Western Land Corp.**
Oct. 24, 1961 filed 400,000 common. Price—\$2.25. Business—Acquisition, construction and leasing of shopping centers. Proceeds—For general corporate purposes. Office—2205 First National Bank Bldg., Minneapolis. Underwriter—None.

● **Western Semiconductors, Inc. (12/18-22)**
Sept. 20, 1961 ("Reg. A") 100,000 capital shares. Price—\$3. Business—Manufacture of semi-conductors for commercial and military use. Office—605-G Alton St., Santa Ana, Calif. Underwriter—Currier & Carlsen, Inc., San Diego, Calif.

● **Western States Real Investment Trust**
Nov. 13, 1961 filed 32,000 shares of beneficial interest. Price—\$6.25. Business—A small business investment company. Proceeds—For investment. Office—403 Ursula St., Aurora, Colo. Underwriter—Westco Corp., Aurora, Colo.

● **Westland Capital Corp.**
Sept. 21, 1961 filed 985,500 common. Price—\$11. Business—A small business investment company. Proceeds—For working capital. Office—9229 Sunset Blvd., Los Angeles, Calif. Underwriter—Bear, Stearns & Co., N. Y. Offering—Expected sometime in January.

● **White Electromagnetics, Inc.**
Oct. 5, 1961 filed 65,000 common. Price—\$3.75. Business—Rendering of consulting services pertaining to electronic system analysis. Proceeds—For expansion, publication of technical papers, marketing, product development and working capital. Office—4903 Auburn Ave., Bethesda, Md. Underwriter—Weil & Co., Inc., Washington, D. C.

● **Wiatt (Norman) Co.**
Nov. 28, 1961 filed 135,000 common, of which 45,000 shares are to be offered by the company and 90,000 by stockholders. Price—By amendment. Business—Design and manufacture of ladies' dresses. Proceeds—For general corporate purposes. Office—124 E. Olympic Blvd., Los Angeles. Underwriters—Bear, Stearns & Co., N. Y.; Schwabacher & Co. and J. Barth & Co., San Francisco.

● **Widmann (L. F.), Inc.**
Oct. 27, 1961 filed 162,000 common, of which 102,000 are to be offered by the company and 60,000 by stockholders. Price—\$3. Business—Operates a chain of retail drug stores. Proceeds—Expansion, equipment and working capital. Office—738 Bellefonte Ave., Lock Haven, Pa. Underwriter—Godfrey, Hamilton, Taylor & Co., N. Y.

● **Wiggins Plastics, Inc.**
Oct. 20, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Custom compression, transfer and injection molding of plastic materials. Proceeds—For debt repayment and general corporate purposes. Office—180 Kingsland Rd., Clifton, N. J. Underwriter—Investment Planning Group, Inc., East Orange, N. J. Offering—Expected in January.

● **Winchell Doughnut House, Inc.**
Sept. 26, 1961 filed 90,000 common. Price—By amendment. Business—Sale of doughnut mixes to franchised operators of doughnut shops leased from the company. Proceeds—For the selling stockholder. Office—1140 W. Main St., Alhambra, Calif. Underwriter—McDonnell & Co., Inc., N. Y.

● **Windsor (Kay), Inc. (12/11-15)**
Sept. 28, 1961 filed 200,000 class A common. Price—By amendment. Business—Manufacture and sale of women's dresses. Proceeds—For a selling stockholder. Office—Deane St., New Bedford, Mass. Underwriter—Lee Higginson Corp., N. Y.

● **Windsor Texprint, Inc. (12/18-22)**
Aug. 25, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by stockholders. Price—\$2. Business—The printing of towels and other textile products. Proceeds—For repayment of loans. Office—2357 S. Michigan Ave., Chicago. Underwriter—D. E. Liederman & Co., Inc., N. Y.

● **Wonderbowl, Inc.**
Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. Price—At par (\$2 per share). Proceeds—To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. Office—7805 Sunset Blvd., Los Angeles, Calif. Underwriter—Standard Securities Corp., Los Angeles, Calif. Offering—Imminent.

● **World Scope Publishers, Inc. (12/18-22)**
July 31, 1961 filed 300,000 common shares. Price—By amendment. Business—The publishing of encyclopedias

and other reference books. Proceeds—For repayment of debt, working capital and general corporate purposes. Office—290 Broadway, Lynbrook, N. Y. Underwriter—Standard Securities Corp., N. Y.

● **World Toy House, Inc.**
Nov. 24, 1961 filed 150,000 common. Price—By amendment. Business—A manufacturers' broker specializing in the sale of toys, hobby goods and related items. Proceeds—For general corporate purposes. Office—408 St. Peter St., St. Paul, Minn. Underwriter—Laren Co., N. Y.

● **World Wide Bowling Enterprises, Inc. (12/4-8)**
July 20, 1961 filed 130,000 common shares. Price—\$4. Business—The operation of bowling centers. Proceeds—For repayment of debt, expansion and working capital. Office—2044 Chestnut St., Philadelphia. Underwriter—Richard G. Gross.

● **Worldwide Fund Ltd. (12/11-15)**
Sept. 19, 1961 filed 100,000 common. Price—\$100. Business—The Fund plans to invest primarily in equity securities of foreign issuers. Office—Bank of Bermuda Bldg., Hamilton, Bermuda. Underwriter—Burnham & Co., N. Y.

● **World Wide Reinsurance Corp.**
Sept. 28, 1961 filed 4,800,000 common. Price—\$1. Business—Reinsurance. Proceeds—For capital. Office—214 W. 3rd St., Yankton, S. Dak. Underwriter—Harold R. Bell & Associates, Billings, Mont.

● **Writing Toys Corp.**
Nov. 8, 1961 ("Reg. A") 65,650 common. Price—\$3.25. Business—Design and assembly of toys. Proceeds—For equipment and working capital. Office—354 Griggs-Midway Bldg., St. Paul, Minn. Underwriter—Pewters, Donnelly & Jansen, Inc., St. Paul.

● **Wulpa Parking Systems, Inc. (12/22)**
Oct. 13, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Company plans to manufacture a parking device called the "Wulpa Lift." Proceeds—To open locations and increase working capital. Office—370 Seventh Ave., N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

● **Wynlit Pharmaceuticals, Inc.**
Nov. 27, 1961 filed 150,000 common. Price—By amendment. Business—Manufacture and distribution of ethical drugs and pharmaceuticals. Proceeds—For a new plant, product expansion and working capital. Office—91 Main St., Madison, N. J. Underwriter—Andresen & Co., N. Y.

● **Yankee Plastics, Inc.**
Sept. 8, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufactures plastic hangers and forms. Proceeds—For acquisition of manufacturing facilities and working capital. Office—29 W. 34th St., N. Y. Underwriter—Sunshine Securities Inc., Rego Park, N. Y.

● **Zenith Laboratories, Inc.**
Nov. 22, 1961 filed 120,000 common. Price—\$4.50. Business—Development and manufacture of ethical pharmaceuticals, non-prescription drugs, vitamins, etc. Proceeds—For repayment of debt and working capital. Office—150 S. Dean St., Englewood, N. J. Underwriter—Sulco Securities, Inc., N. Y.

● **Zim Israel Navigation Co., Ltd.**
Oct. 5, 1961 filed 20,000 of 7% participating preferred. Price—\$500. Business—Furnishing of passenger and dry-cargo freight services. Proceeds—For construction and working capital. Office—Haifa, Israel. Underwriter—None.

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Prospective Offerings

Appalachian Power Co.

Feb. 1, 1961 it was reported that this subsidiary of American Electric Power Co., Inc., plans to sell \$35,000,000 to \$40,000,000 of bonds late in 1961 or early in 1962. Office—2 Broadway, New York City. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Harriman Ripley & Co., Inc.; Kuhn, Loeb & Co. and Eastman Dillon, Union Securities & Co. (jointly).

Baltimore Gas & Electric Co.

Aug. 30, 1961 it was reported that this company plans to issue about \$25,000,000 of first mortgage bonds in the first half of 1962. Office—Lexington and Liberty Streets, Baltimore 3, Md. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co., and First Boston Corp. (jointly); Harriman Ripley & Co., Inc., and Alex. Brown & Sons (jointly).

Bebell & Bebell Color Laboratories, Inc.

Nov. 6, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 common. Price—\$4. Business—Operates a color photo processing laboratory. Proceeds—For expansion, equipment and other corporate purposes. Office—108 W. 24th St., N. Y. Underwriter—Stevens, Hickey & Co., N. Y.

Bank of America N. T. & S. A.

Nov. 22, 1961 it was reported that stockholders voted to increase authorized stock to provide for sale of 1,600,000 additional shares to stockholders on the basis of one new share for each 16 held of record Nov. 21, with

rights to expire Dec. 15. Price—\$59. Office—300 Montgomery St., San Francisco. Underwriters—Dillon, Read & Co. Inc., and Blyth & Co., Inc., N. Y.

Carbonic Equipment Corp.

June 28, 1961 it was reported that a "Reg. A" will be filed covering 100,000 common shares. Price \$3. Proceeds—For expansion. Office—97-02 Jamaica Ave., Woodhaven, N. Y. Underwriter—R. F. Dowd & Co., Inc.

Central Louisiana Electric Co., Inc.

Feb. 21, 1961 it was reported that the company is considering the issuance of \$6,000,000 of bonds or debentures in the latter part of 1961. Office—415 Main St., Pineville, La. Underwriters—To be named. The last issue of bonds on April 21, 1959 was bid on by Kidder, Peabody & Co. and Rauscher, Pierce & Co., Inc. (jointly); Salomon Bros. & Hutzler, and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.

Cincinnati Gas & Electric Co.

Feb. 16, 1961 it was stated in the company's 1960 annual report that this utility plans to sell both first mortgage bonds and common stock in 1962 to finance its \$45,000,000 construction program. Office—Fourtin & Main Sts., Cincinnati, O. Underwriter—(Bonds) To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc. and Lehman Brothers (jointly); Morgan Stanley & Co. and W. E. Hutton & Co. (jointly); Blyth & Co., Inc., and First Boston Corp. (jointly); Eastman Dillon, Union Securities & Co., and White, Weld & Co. (jointly). The last issue of common stock (81,510 shares) was sold privately to employees in August, 1960.

Columbia Gas System, Inc.

April 24, 1961 it was reported that this company is considering the sale of either \$20,000,000 of debentures, or \$25,000,000 of common stock in the fall. Office—120 East 41st St., N. Y. Underwriters—To be determined by competitive bidding. Probable bidders on the debentures: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc., and White, Weld & Co. (jointly). The last sale of common stock on May 4, 1960 was handled by a group headed by Merrill Lynch, Pierce, Fenner & Smith Inc.; Shields & Co.; R. W. Pressprich & Co., and Carl M. Loeb, Rhoades & Co.

Commonwealth Edison Co.

Nov. 17, 1961 it was reported that this company plans to sell \$30,000,000 of first mortgage bonds early in 1962; \$20,000,000 of additional debt securities in 1963 and \$25,000,000 in both 1964 and 1965. No new common or preferred stock financing is contemplated in the four year period. Proceeds—For construction. Office—72 West Adams St., Chicago. Underwriters—Competitive. Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Glorie, Forgan & Co.

Delaware Power & Light Co.

Feb. 7, 1961 it was reported that the company has postponed until early 1962 its plan to issue additional common stock. The offering would be made to common stockholders first on the basis of one share for each 10 shares held. Based on the number of shares outstanding on Sept. 30, 1960, the sale would involve about 418,536 shares valued at about \$14,600,000. Proceeds—For construction. Office—600 Market St., Wilmington, Del. Underwriter—(Competitive) Probable bidders: Carl M. Loeb, Rhoades & Co., N. Y.; W. C. Langley & Co., and Union Securities Co. (jointly); Lehman Brothers; First Boston Corp.; White, Weld & Co., and Shields & Co. (jointly); Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly).

Diversified Vending, Inc.

Sept. 13, 1961 it was reported that a registration statement will be filed shortly covering 100,000 common. Price—\$4. Business—The servicing of vending machines and coin operated kiddie-rides. Proceeds—For equipment, inventory and general corporate purposes. Office—Philadelphia, Pa. Underwriter—T. Michael McDarby & Co., Inc., Washington, D. C.

Electro Spectrum Corp.

Sept. 14, 1961 it was reported that this company plans to file a "Reg. A" covering 100,000 common. Price—\$3. Business—Research, development, manufacture and marketing in the fields of optics, electronics, chemistry and photography. Proceeds—For organizational expenses, building lease, machinery, inventory and working capital. Office—300 Gramatan Ave., Mt. Vernon, N. Y. Underwriter—Harry Rovno (same address).

Elizabethtown Water Co. (2/6/62)

Nov. 28, 1961 it was reported that this company plans to sell \$9,000,000 of debentures in February. Office—22 W. Jersey St., Elizabeth, N. J. Underwriters—(Competitive). Probable bidders: W. C. Langley & Co.-Paine, Webber, Jackson & Curtis (jointly); Salomon Brothers & Hutzler-Eastman Dillon, Union Securities & Co. (jointly); White, Weld & Co.; Halsey, Stuart & Co. Inc. Bids—Expected Feb. 6, 1962.

El Paso Electric Co. (2/7/62)

Nov. 22, 1961 it was reported that this company plans to sell \$10,500,000 of first mortgage bonds in February. Proceeds—For construction and possible refunding of \$3,500,000 outstanding amount of 5½% bonds due 1989. Office—215 North Stanton St., El Paso, Texas. Underwriters—(Competitive). Probable bidders: Stone & Webster Securities Corp.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co. Inc.-White, Weld & Co.-Shields & Co. (jointly); Equitable Securities Corp.-R. W. Pressprich & Co. (jointly). Bids—Expected Feb. 7, 1962.

First National Bank in Dallas (Tex.)

Nov. 15, 1961 it was reported that stockholders are to vote Dec. 5 on increasing authorized stock to provide for

a 1-for-7 stock dividend and sale of 200,000 additional shares to stockholders on the basis of one new share for each 13 shares held of record Dec. 5, with rights to expire Dec. 19. **Price**—\$56. **Proceeds**—To increase capital funds. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., and Equitable Securities Corp., Nashville.

First Pennsylvania Banking & Trust Co.

Nov. 6, 1961 stockholders voted to increase authorized stock to provide for a 2-for-1 split and sale of 394,975 new shares to stockholders on the basis of one share for each 12 held of record Nov. 6, with rights to expire Dec. 4. **Price**—\$30. **Office**—Philadelphia, Pa. **Underwriters**—Drexel & Co., Philadelphia; Merrill Lynch, Pierce, Fenner & Smith Inc., and Smith, Barney & Co., N. Y.

Florida Power & Light Co.

Sept. 18, 1961, it was reported that the company may issue \$25,000,000 of bonds in the second half of 1962. **Office**—25 S. E. 2nd Ave., Miami, Fla. **Underwriter**—To be determined by competitive bidding. Probable bidders: Merrill Lynch, Pierce, Fenner & Smith Inc. and Kidder, Peabody & Co. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.; First Boston Corp.; Blyth & Co., Inc.

General Public Utilities Corp.

March 14, 1961 it was stated in the company's 1960 annual report that the utility expects to sell additional common stock to stockholders in 1962 through subscription rights on the basis of one share for each 20 shares held. Based on the 22,838,454 common shares outstanding on Dec. 31, 1960, the offering will involve a minimum of 1,141,922 additional shares. **Office**—67 Broad St., New York 4, N. Y. **Underwriter**—None.

Georgia Bonded Fibers, Inc.

Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. **Offices**—Newark, N. J., and Buena Vista, Va. **Underwriter**—Sandkuhl and Company, Newark, N. J., and N. Y. C.

Government Employees Corp.

Nov. 29, 1961 it was reported that the company plans to offer stockholders the right to subscribe for \$2,675,000 of 4½% convertible capital debentures on the basis of \$100 of debentures for each seven common shares held of record April 6, 1962 with rights to expire April 30. **Business**—The company and its subsidiary provide automobile and mobile home financing service on a nationwide basis to government employees and officers of the military. **Office**—Govt. Employees Insurance Bldg., Washington, D. C. **Underwriters**—The last debenture rights offering in June 1957 was underwritten by Johnston, Lemon & Co., Washington, D. C., and Eastman, Dillon, Union Securities & Co., N. Y.

House of Koshu, Inc.

Nov. 13, 1961 it was reported that this company plans to file a registration covering 65,000 common. **Price**—\$5. **Business**—Importers of Japanese liquors and liqueurs. **Proceeds**—For expansion. **Office**—Beverly Hills, Calif. **Underwriter**—P. J. Gruber & Co., Inc., N. Y.

Houston Lighting & Power Co.

Oct. 17, 1960 Mr. T. H. Wharton, President, stated that between \$25-\$35 million dollars is expected to be raised publicly sometime in 1961, probably in the form of preferred and debt securities, with the precise timing depending on market conditions. **Office**—Electric Building, Houston, Texas. **Underwriter**—Previous financing was handled by Lehman Brothers, Eastman Dillon, Union Securities & Co. and Salomon Brothers & Hutzler.

Lembro Concrete Products Inc.

Nov. 13, 1961 it was reported that this company plans to file a registration statement covering 100,000 common. **Price**—\$3.50. **Business**—Manufactures pre-cast concrete fallout shelters, enclosures, play sculptures and drainage equipment. **Proceeds**—For expansion. **Office**—Huntington Station, L. I., N. Y. **Underwriter**—Blank-Lieberman & Co., N. Y.

Masters Inc.

Jan. 6, 1961 it was reported that this corporation is contemplating its first public financing. **Business**—The operation of a chain of discount houses. **Office**—135-21 38th Avenue, Flushing 54, L. I., N. Y.

Mercantile National Bank at Dallas (Tex.)

Nov. 15, 1961 it was reported that stockholders are to vote Jan. 16, 1962 on increasing authorized stock to provide for a 10% stock dividend sale of 100,000 additional shares to stockholders on the basis of one new share for each 15 shares held of record Jan. 16. **Price**—\$36. **Proceeds**—To increase capital funds. **Underwriters**—Rauscher, Pierce & Co., and First Southwest Co., Dallas.

Metropolitan Edison Co.

Feb. 1, 1961 it was reported that this subsidiary of General Public Utilities Corp., plans to sell about \$10,000,000 of first mortgage bonds and \$5,000,000 of debentures this fall. **Office**—2800 Pottsville Pike, Muhlenberg Township, Berks County, Pa. **Underwriters**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co.; Kidder, Peabody & Co. and Drexel & Co. (jointly); Blyth & Co., Inc.

Monterey Gas Transmission Co.

April 24, 1961 it was reported that Humble Oil & Refining Co., a subsidiary of Standard Oil Co. of New Jersey, and Lehman Brothers, had formed this new company to transport natural gas from southwest Texas to Alexandria, La., for sale to United Fuel Gas Co., principal supplier to other Columbia Gas System companies. It is expected that the pipeline will be financed in part by public sale of bonds. **Underwriter**—Lehman Brothers, New York City (managing).

National Airlines, Inc.

May 8, 1961, it was reported that the CAB had approved the company's plan to sell publicly 400,000 shares of Pan American World Airways Inc., subject to final approval of the Board and the SEC. The stock was originally obtained under a Sept. 9, 1958 agreement under

which the two carriers agreed to a share-for-share exchange of 400,000 shares and the lease of each others jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Price**—About \$20 per share. **Proceeds**—To repay a \$4,500,000 demand loan, and other corporate purposes. **Office**—Miami International Airport, Miami 59, Fla. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

Nautec Corp.

Nov. 6, 1961 it was reported that the company plans to sell \$3,000,000 of convertible debentures to be offered on a pro rata basis to common stockholders. **Business**—Manufactures parking meters, truck winches, fiberglass boats, steel towers, etc. **Proceeds**—For debt repayment and working capital. **Office**—350 5th Ave., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y.

New England Electric System

Oct. 2, 1961 it was reported that this company plans to sell additional common stock to stockholders through subscription rights, early in 1962. **Office**—441 Stuart St., Boston, Mass. **Underwriters**—To be named. The last rights offering in April 1958 was underwritten by Carl M. Loeb, Rhoades & Co., Ladenburg, Thalmann & Co., and Wertheim & Co., N. Y.

New York Telephone Co. (1/9/62)

Oct. 2, 1961 it was reported that this company plans to sell \$60,000,000 of mortgage bonds in January 1962. **Proceeds**—For debt repayment and construction. **Office**—140 West St., N. Y. **Underwriters**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc., and Morgan Stanley & Co. **Bids**—Expected Jan. 9, 1962.

Normandie Hotel Corp.

Nov. 13, 1961 it was reported that this company plans to file a registration statement covering 150,000 common. **Price**—\$4. **Business**—Operates a hotel at Liberty, N. Y. **Proceeds**—Working capital, expansion and an acquisition. **Office**—Liberty, N. Y. **Underwriter**—M. H. Meyerson & Co., New York City.

Pacific Gas & Electric Co.

Nov. 10, 1961 it was reported that the company plans to sell some \$98,000,000 of securities, probably bonds, in 1962 to help finance its proposed \$208,000,000 construction program. **Office**—245 Market St., San Francisco. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.—Halsey, Stuart & Co. Inc. (jointly); Blyth & Co., Inc.

Pacific Northwest Bell Telephone Co.

Aug. 25, 1961 it was announced that this company plans to sell an additional 12,990,510 common by June 30, 1964, and several issues of debentures to refund a \$200,000,000 4½% demand note issued to Pacific Tel. & Tel. **Office**—1200 Third Ave., Seattle, Wash. **Underwriters**—For the stock: None; For debentures: (Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co.

Pan American World Airways, Inc.

Oct. 30, 1961 it was reported that the CAB had approved the company's plan to sell its 400,000 share holdings of National Airlines, Inc. However, it said Pan Am must start selling the stock within one year and complete the sale by July 15, 1964. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and lease of each other's jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Office**—135 East 42nd St., N. Y. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc.

Panhandle Eastern Pipe Line Co.

March 8, 1961 it was reported that this company expects to sell about \$72,000,000 of debentures in the late fall, subject to FPC approval of its construction program. **Office**—120 Broadway, New York City. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., and Kidder Peabody & Co., both of New York City (managing).

Penn Amusement Corp.

Aug. 22, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 common shares. **Price**—\$3. **Business**—The company furnishes mobile (truck) amusement rides for children. **Proceeds**—To operate a new type truck and set up national distributorships. **Office**—Brooklyn, N. Y. **Underwriter**—J. Laurence & Co., New York City.

Penthouse Club, Inc.

June 1, 1961 it was reported that this company plans to issue 60,000 common shares. **Price**—\$5. **Business**—The operation of dining clubs. **Proceeds**—For expansion and working capital. **Office**—15th and Locust St., Philadelphia. **Underwriter**—To be named. Registration—Expected about Dec. 1.

Public Service Co. of Colorado

Aug. 22, 1961 it was reported that the previously announced plan to sell about \$20,000,000 of common stock to stockholders through subscription rights had been postponed until about June 1962. **Office**—900 15th St., Denver, Colo. **Underwriter**—To be named. The last equity financing was handled on a negotiated basis by First Boston Corp.

Roth Greeting Cards Co.

Oct. 18, 1961 it was reported that this company is planning its first public sale of common stock. **Office**—Glen Dale, Calif. **Underwriter**—R. E. Bernhard & Co., Beverly Hills, Calif.

San Diego Gas & Electric Co.

Sept. 12, 1961 it was reported that this company plans to sell about 500,000 common to stockholders in mid-1962 to raise some \$17,500,000. **Office**—861 Sixth Ave., San Diego, Calif. **Underwriter**—Blyth & Co., Inc., N. Y.

Dividend Advertising Notices Appear on Page 16.

Southern California Edison Co.

Nov. 17, 1961 it was reported that this company plans to sell 1,500,000 common shares in early January, 1962. **Proceeds**—To repay bank loans, redeem outstanding 4.88% preferred and help finance construction. **Office**—601 W. 5th St., Los Angeles. **Underwriters**—To be named. The last sale of common in January, 1959, was underwritten by First Boston Corp., N. Y., and Dean Witter & Co., San Francisco.

Southern Natural Gas Co.

Oct. 17, 1961 it was reported that the utility is contemplating the sale of \$35,000,000 of 20-year first mortgage bonds early in 1962. **Proceeds**—To retire bank loans. **Office**—Watts Bldg., Birmingham, Ala. **Underwriter**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly).

Southern Railway Co.

Nov. 21, 1960 stockholders approved the issuance of \$33,000,000 of new bonds. The issuance of an unspecified amount of additional bonds for other purchases was also approved. **Proceeds**—For general corporate purposes, including the possible acquisition of Central of Georgia Ry. **Office**—Washington, D. C. **Underwriter**—Halsey, Stuart & Co. Inc., will head a group that will bid on the bonds.

Subway Bowling & Recreation Enterprises, Inc.

Aug. 22, 1961 it was reported that this company plans to sell about \$1,200,000 of common stock. **Business**—The company has an exclusive franchise from the City of New York to build bowling and recreation centers in the subways. **Proceeds**—To build the first three centers. **Office**—New York City. **Underwriter**—Rodetsky, Walker & Co., Inc., Jersey City.

Tampa Electric Co.

May 10, 1961 it was reported that this company plans to spend over \$80,000,000 on new construction in the next three years. No financing is planned this year but in 1962 the company may issue bonds or common stock. **Office**—111 No. Dale Mabry Hwy., Tampa, Fla. **Underwriters**—To be named. The last sale of bonds on June 29, 1960 was handled by Halsey, Stuart & Co. Inc., New York City. Other competitive bidders were Merrill Lynch, Pierce, Fenner & Smith Inc.; Goldman, Sachs & Co.; Stone & Webster Securities Corp. The last sale of common stock on Feb. 13, 1960 was made through Stone & Webster Securities Corp.

Teeco Automated Systems, Inc.

Aug. 9, 1961 it was reported that a ("Reg. A") will be filed shortly covering 75,000 common shares. **Price**—\$3. **Business**—The custom, design, manufacture and installation of automated material handling systems for large wholesale and retail establishments and industry. **Proceeds**—For expansion. **Office**—42-14 Greenpoint Ave., Long Island City, N. Y. **Underwriters**—To be named.

Texas Power & Light Co. (1/23/62)

Nov. 22, 1961 it was reported that this subsidiary of Texas Utilities Co., plans to sell \$10,000,000 of 25-year debentures in January. **Office**—Fidelity Union Life Bldg., Dallas. **Underwriters**—(Competitive). Probable bidders: Kuhn, Loeb & Co.—Blyth & Co., Inc.—Kidder, Peabody & Co.—Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co. Inc.; Lehman Brothers; White, Weld & Co.; First Boston Corp.; Eastman Dillon, Union Securities & Co.; Salomon Brothers & Hutzler. **Bids**—Expected Jan. 23, 1962.

Virginia Electric & Power Co.

Oct. 2, 1961 it was reported that this company plans to sell \$30,000,000 to \$40,000,000 of securities in mid-1962 but no decision has been made yet as to type. **Office**—Richmond 9, Va. **Underwriters**—To be named. The last sale of bonds in June 1961 was handled by Halsey, Stuart & Co., Inc. and associates.

West Penn Power Co. (3/5)

Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about \$25,000,000 of bonds in 1962. **Office**—800 Cabin Hill Drive, Hempfield Township, Westmoreland County, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; W. C. Langley & Co.; Lehman Brothers; Eastman Dillon, Union Securities & Co., and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). **Bids**—Expected March 5, 1962.

Western Union Telegraph Co.

Nov. 15, 1961 it was reported that this company plans to sell \$50,000,000 of debentures early in 1962. **Proceeds**—To repay short-term loans. **Office**—60 Hudson St., N. Y. **Underwriters**—Kuhn, Loeb & Co., and Lehman Brothers, N. Y.

Wisconsin Southern Gas Co.

Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. **Proceeds**—For the repayment of short-term bank loans incurred for property additions. **Office**—Sheridan Springs Road, Lake Geneva, Wis. **Underwriter**—The Milwaukee Co., Milwaukee, Wis.

WASHINGTON AND YOU



BEHIND-THE-SCENES INTERPRETATIONS
FROM THE NATION'S CAPITAL

Administration officials trying to map a broad liberalization of our foreign trade policies are finding themselves straddling a picket fence. Naturally, it's a most uncomfortable position.

The Kennedy Administration is determined to use open U. S. markets as a weapon in the cold war against Russia. It is convinced that giving foreign countries free access to U. S. purchasing dollars, and demanding the same in return, will go a long way to solidifying the Western alliance and helping tie the so-called uncommitted countries of the world to our economic purse-strings.

Further, with England about to join the European Common Market, which has as one of its main principles the protection of those markets to its members, the Administration sees danger to many U. S. industries which depend heavily on foreign markets unless trade barriers are broken down right now.

Privately, top Administration economic planners say they want all—or virtually all—U. S. and other free world trade barriers removed within 10 years, and preferably sooner.

Damaging Effects, Too

The problem is the same one which has vexed foreign trade planning since the first canoe sailed to the next island to trade: How do you reap the benefits of free trade without damaging some of your own industry and workers?

Commerce Secretary Hodges says that the new free trade program, taken fairly slowly, will recognize that some U. S. industries will continue to need the protection of tariffs and quotas. Other Administration officials want speed, with the Federal Government through subsidies and welfare programs taking up the burden of dislocations that freer trade would produce.

The Administration, however, must look beyond, to the political consequences of its planned free trade program. Since taking office in January, it has repeatedly pointed with alarm at today's 4.5 million unemployed, blaming the previous Republican Administration. It has taken some steps to aid them in line with campaign promises, but promised them a lot more success than hasn't yet been produced.

Any major actions now which would heighten unemployment, and the much-ballyhooed distressed area problem, could bring trouble, White House Political advisers say.

Fight Looms in '62

The Administration, even if it wanted to, couldn't delay a decision on which way to go on the touchy foreign trade question. The Reciprocal Trade Agreements Act, under which government trade policy is set and by which the White House gets its tariff-cutting powers, is up for renewal next year.

For the past several months, the Administration has been trying to build support for its coming effort to tear down tariff walls. Top White House spokesmen, Cabinet officials, and party leaders have been stumping the country telling the masses that our economic future, and that of the free world, depends on increased two-way trade.

The need for increased trade with Asia has been a pet subject.

Commerce Secretary Hodges recently returned from a trip to

Japan. Assistant Secretary William Ruder has lost little opportunity to point out that our exports to Japan alone are running better than \$3 billion a year—about 15% of all our exports—and that about 3% of our exports go to other Asian countries.

One of the biggest problems facing the Administration when it takes its program to Congress is the attitudes of the lawmakers. Most of them are willing to listen to the general free-trade arguments, but not for the particular industries in their home districts which would be hurt. They don't mind if other industries carry the load, but they don't want the voters in their areas hurt.

So, as always, they will again insist on provisions which will give them an out—an escape route.

The Reciprocal Trade Agreements Act now contains an "escape clause," which free-trade advocates say is the biggest single block to winning complete removal of barriers with other countries. Under this clause, either party to a trade agreement may withdraw concessions when a specific import is coming in, in quantities which may seriously hurt a competing domestic producer, or when they threaten to so weaken a domestic industry that national security would be threatened.

In spite of some 175 investigations under this clause, it has only been invoked 13 times, to date.

Industry Support

Many industries are on the side of the free traders—although a little timidly. The Aluminum industry (Alcoa, Kaiser, Reynolds) has come up in recent weeks with a rather novel free world trade pact proposal.

Under their plan, a flexible system of allocating a share of the U. S. market, depending on total consumption, would be set up. In exchange, the European Common market and other free world countries would make a similar allocation and remove restrictions to U. S. products. In addition, the U. S. and free world aluminum producers would cooperate in a new product and market development program.

But at the same time, the U. S. producers want our government to tighten up its "Buy America" policies to give more business to U. S. producers by permitting an even bigger spread between domestic and foreign prices.

This, and similar approaches, are not the free-trade objective of the Administration. But such agreed quotas—possible without new laws but merely by multilateral consent—could be a first step toward complete free trade in the Western world. The White House is taking a long look at the approach.

For some other firms, the lure of free trade is a reversal from past positions simply because of the quirks of today's market. For instance, U. S. manufacturers of watches and clocks, radios, typewriters, and other more sophisticated products, are finding their growth lies in foreign markets. As incomes in these developing nations in Asia and elsewhere rise, the demand for more luxury products arises.

These countries may be producing basic raw materials, even some good but relatively simple products, but they're not producing the consumer goods that go with a higher standard of living.



"I suppose a lot of people buy THIS stock—the pale pink borderline is so cute!"

These industries see great benefits in lower foreign tariffs, without much damage to them from lower U. S. tariffs.

Trade War Develops

The foreign trade problem revolves around more than economic questions now. There is a rapidly-warming international political cold war involved as well.

For some years, Russia has been using its very limited foreign trade activity as a highly successful rapier, jabbing at the soft underbelly of the free world. So has Communist China.

Russia now is deeply into a concentrated offensive, using oil as its principal weapon. U. S. officials are deeply concerned over the prospects. The Reds have been pouring oil, as well as lead and zinc, gold and silver, and mercury into European markets. Their sales are at bargain prices, thus depressing world markets in these sensitive commodities at a time when various segments of the free world, including this country, are struggling toward economic recovery after a recession.

Soviet oil exports have tripled in the last three years, hitting 22.7 million tons last year, with further increases this year, according to U. S. State Department Russian experts. Recently, Russia signed a \$48 million contract for construction of six 48,000 ton tankers with Italians, and have additional tankers under construction in Japan, Poland, and Finland to help increase their oil shipments.

Senate Republican Leader Everett Dirksen, R., Ill., has called

Russia's penetration of world oil markets as the "hottest cold war weapon" of the Reds. He points out that the Russians have no legal restraints in their world trade which competing U. S. firms encounter, and that transportation costs make it impossible for even Middle East oil to compete with Russian oil at "dump" prices.

Administration's Dilemma

The oil industry, even though it's situation is more intense than some others, and it operates now under a special import program, is the clearest example of the position of foreign trade in the cold war. It's a good example, too, of the dilemma facing the Administration.

The White House last week set up a top-level review of the current program of restricting oil imports. (The program was started when foreign crude oil, mostly from the Middle and Far East, began to flood this country. The Eisenhower Administration decided it was threatening the strength of the domestic industry and weakening our war potential.) A House Small Business Committee has also opened hearings to determine the impact on domestic oil producers of current imports of crude and residual oils.

Some Administration officials, particularly the Interior Department, is leaning toward further cutbacks in the import allowances to give more protection to the domestic industry.

But the White House is giving the idea a stiff review—how can it seek free trade, and at the same time further restrict sales here

of the principal product of a great part of the neutral world?

In addition, closing our market to foreign oil will simply drive that oil into Europe and other areas, causing even more price uncertainty. Would this be playing into the hands of the Russians? That's the question the White House is now trying to decide.

Foreign trade policy has never been a simple problem to resolve. But in these swirling times, the Kennedy Administration is finding that it's an even tougher nut to crack than it has been in the past.

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may or may not coincide with the "Chronicle's" own views.]

COMING EVENTS

IN INVESTMENT FIELD

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.)

Investment Banking Association Annual Convention at Hollywood Beach Hotel and the Diplomat Hotel.

Dec. 4-5, 1961 (New York City)
National Association of Mutual Savings Banks 15th annual mid-year meeting.

Jan. 29, 1962 (Chicago, Ill.)
Investment Traders Association of Chicago annual midwinter dinner at the Ambassador West.

March 30, 1962 (New York City)
New York Security Dealers Association 36th Annual Dinner at the Waldorf Astoria Hotel.

April 8-10, 1962 (San Antonio, Tex.)

Texas Group of Investment Bankers Association of America, annual meeting at the St. Anthony Hotel.

May 6-9, 1962 (Seattle, Wash.)
National Association of Mutual Savings Banks 42nd annual conference at the Olympic Hotel.

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

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